HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 March 27
No. 13 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

THE room illustrated below is finished with

NEPONSET WALL BOARD

Substitute for Lath, Plaster and Wall Paper

For Walls and Ceilings

It shows clearly the cream white and plain oak finish—nothing else like it made in Canada.

When one of your customers finishes a room with NEPONSET Wall Board he is creating something that will advertise you every day in the year because NEPONSET Wall Board is DISTINCTIVE.

It is typical of the whole NEPONSET Line of Roofings, Building Papers, etc.

Write for samples and do not fail to get our full line proposition for 1915. It's the biggest proposition of the year.

BIRD & SON *(Est. 1795)*, **Heintzman Bldg., Hamilton, Ont.**

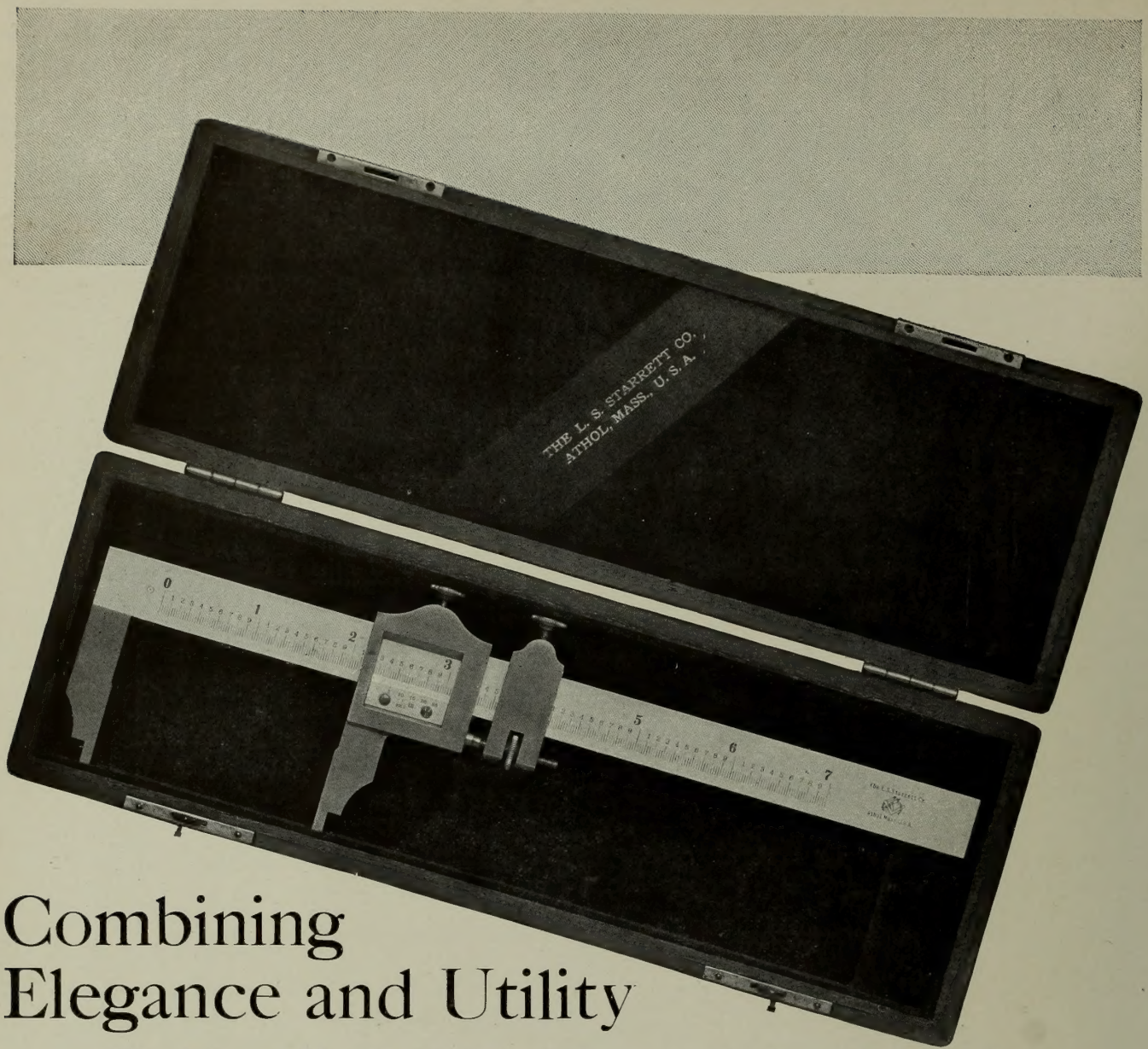
Warehouses in principal cities.



MADE IN CANADA

MADE IN CANADA

Please send "Repairing and Building" for 1915 on your special proposition. Check
Also send your Full line of roofings.....
Full line of Wall Board.....
On the products mentioned below
.....
.....



Combining Elegance and Utility

The Starrett Vernier Caliper is the recognized standard for fine measurements where a micrometer cannot be used. A machinist cannot measure any more accurately if he keeps the Starrett Vernier Caliper in the velvet case—but he keeps it in better condition and is more pleased with his possession. Moreover a machinist is more likely to buy the tool when it is shown him in the case than when shown alone.

Every hardware salesman should remember that a man whose work requires skill and accuracy is proud of his personal equipment. It is selected and paid for by him. That is why our vernier calipers, or micrometers or bevel protractors in their cases appeal to the pride of the mechanic. There is no extra charge for these cases with the vernier caliper —the retail prices including cases being as follows: 4″ $13.00, 6″ $15.00, 9″ $18.00, 12″ $20.00, 24″ $25.00.

SEND FOR A SUPPLY OF CATALOGS No. 20-M.A.

The L. S. Starrett Company, Athol, Mass.

WORLD'S GREATEST TOOLMAKERS 42-431

New York London Chicago

BY INVITATION MEMBER OF

NEW YORK U.S.A.

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

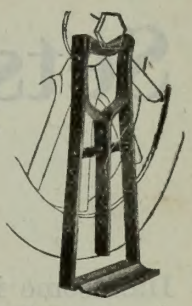
GUARANTEED

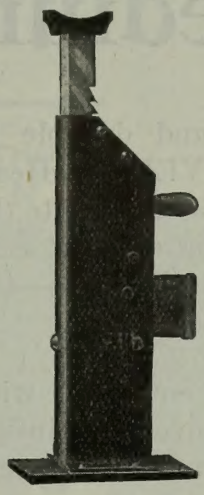
IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Accessories. Here are





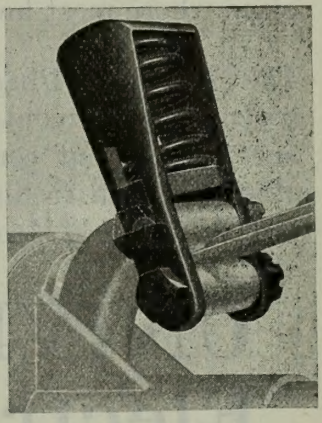
Three Winners

No. 501—TIRE SAVERS.—Every car needs them every night. Retail $4.00 per set.

No. 100—CRACKERJACK.—Simple, strong. Sells for $1.60. Has no equal under $3.00.

No. 297—SHOCK ABSORBER.—Every Ford car needs them. Retail $8.00 a set.

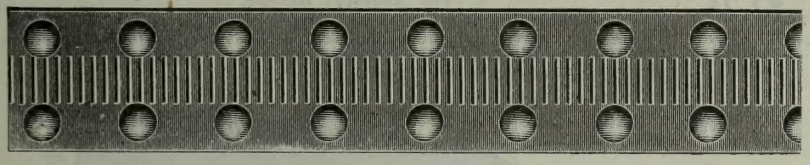
Write Us To-Day

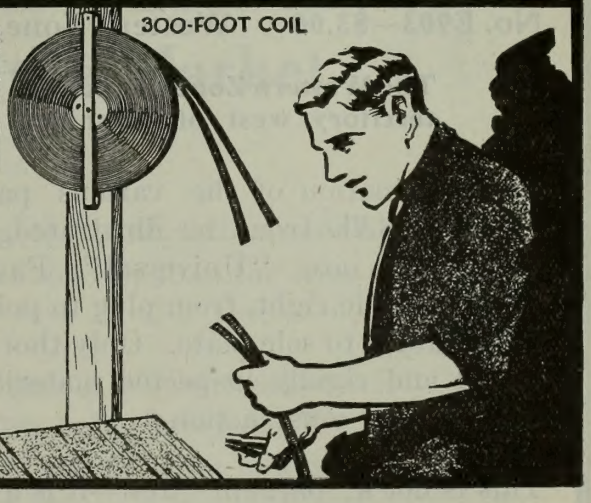


You can sell one or more of these three to every car owner in your town.

GET BUSY.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.





Order STANLEY No. 3000
"TWINROLD"
COILED DOUBLE

Self-Tightening Box Strapping

See page 71

The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

Sets the Pace for all Medium-Priced Irons

Handsome in appearance and durable in construction. Has the UNIVERSAL Heating Unit which is so wound as to radiate the heat over the entire ironing surface, conducting a greater amount to the point—the place where most heat is required.

The Terminal Plugs are equipped with seven points of contact; a seven-fold insurance on current connection. Arcing and other terminal troubles do not annoy users of UNIVERSAL Irons.

UNIVERSAL Electric Iron

No. E903—$3.00 Western Zone, $3.25

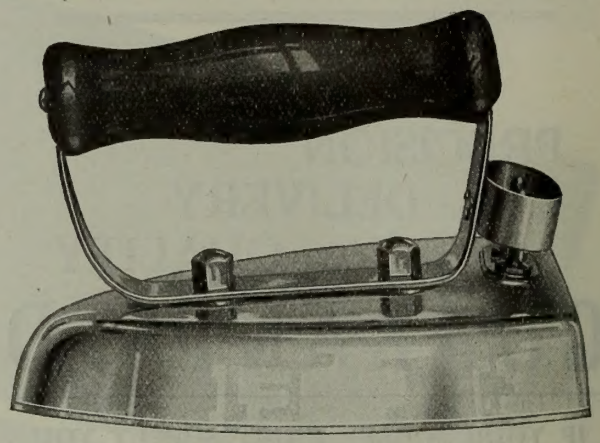
The Western Zone includes all territory west of Winnipeg.

An examination of the various parts of UNIVERSAL Irons, as illustrated, shows why they are "Universal" Favorites. They're made right, from plug to point and from handle to sole plate. Only thoroughly tested and rigidly inspected materials are used in their construction.

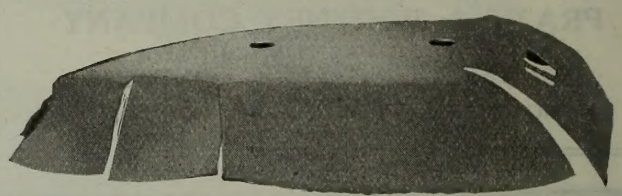
This is not a "bargain" iron—it is a standard article, sold at a standard price.

Each one carries the UNIVERSAL Guarantee.

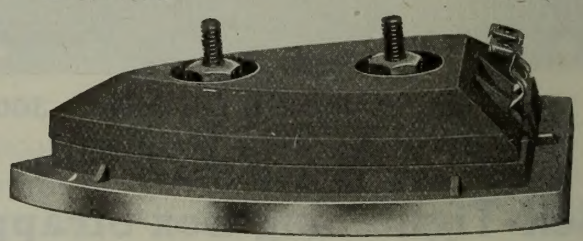
For prices, etc., write to your jobber, or direct to us.



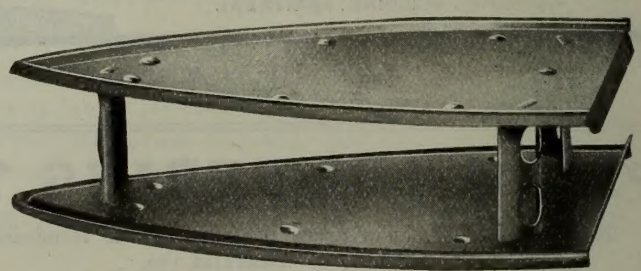
The Hood.
Heavily nickel plated and beautifully finished. Has heat-proof handle which cannot work loose.



The Asbestos Barrier.
This blanket of asbestos keeps the heat from penetrating the upper part of the iron. The handle is always cool, no matter how long the current is on.



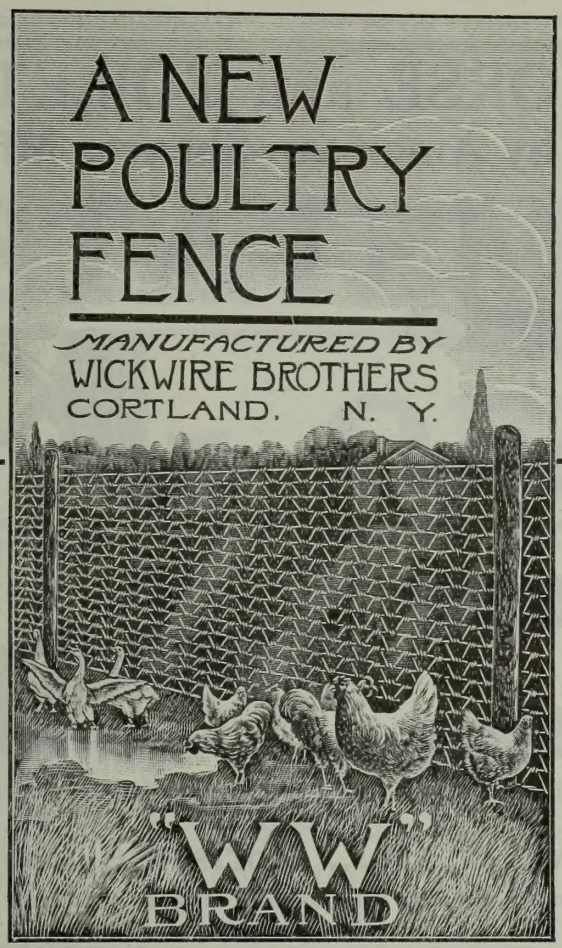
No Heat Escapes.
The pressure plate and the sole plate are so closely fitted together that they are practically one piece. The UNIVERSAL consumes less heat because there is no waste heat.



The Fire-Proof Stand.
Nickel plated and very strong. Lower plate always cool.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

NEW BRITAIN CONNECTICUT



Most Practical—Durable—Economical Poultry Fencing on the Market

FEATURES:

Stretches tight to posts without varying the mesh. Horizontal Wires, which bear the strain, are two sizes heavier than the cross wires.

Galvanized After Weaving, securely soldering all intersections. Made full width and will remain so after being erected. Two grades—one-inch mess made from Nos. 19 and 21 wire; two-inch mesh, made from Nos. 18 and 20 wire. Full gauge wire and well constructed. All widths, 12 to 72-inch.

LEWIS BROS., LIMITED

AGENTS

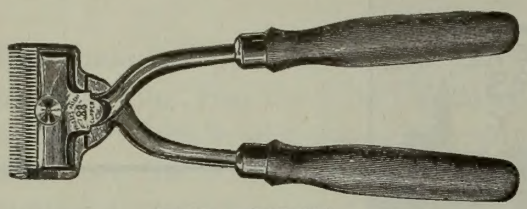
MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

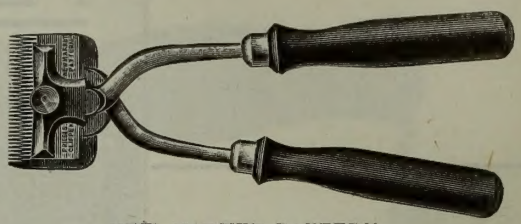
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

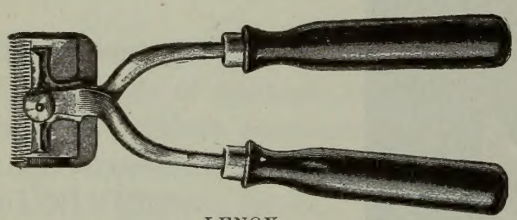
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to **cut** hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

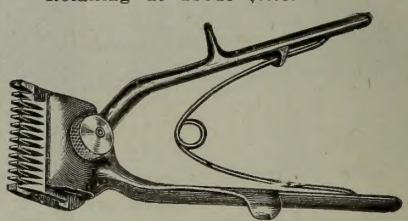


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

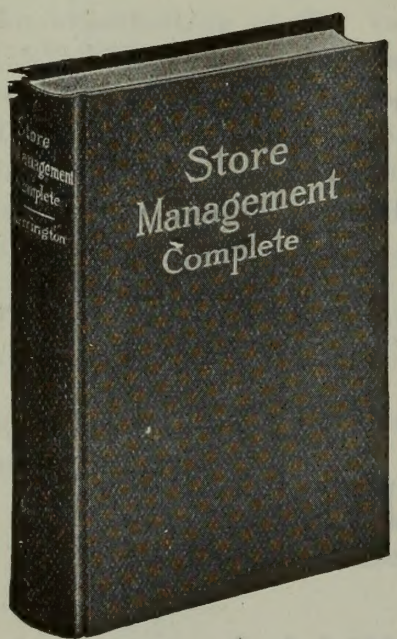


Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue **TORONTO**

A STATEMENT and an OFFER

THE STATEMENT

SMP, notwithstanding any increases in the cost of zinc, either past or future, will preserve intact the high quality of **SMP** Hot Galvanized Ware, which is so well known throughout the country. Prices may again be raised, but the Quality lowered —NEVER.

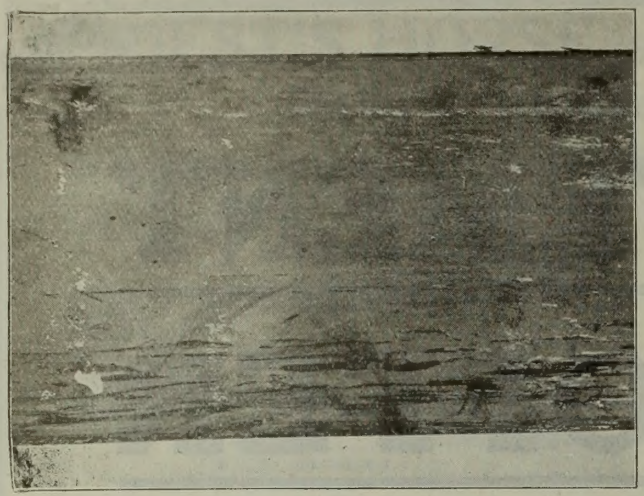
THE OFFER

Any dealer who on inspection of **SMP** Hot Galvanized Ware from now on, considers that the Quality of same has decreased or does not compare favorably with what he purchased before the War, from us or anyone else, is at liberty to return any of such articles at our expense, and receive a credit note for same at invoice value.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



The Fight for Durability

Chapter XI.

Another effect of honeycombed ingot is shown in the above cut of a defective bar.

This bar has been rolled from an ingot which had blowholes close to the surface. Heating in the soaking pit has burned off the thin skin over these blowholes and left pits filled with mill scale.

Sometimes this skin does not burn off and the defect is not discovered.

If sheets of this character are galvanized, blisters will appear, due to the expansion of the gases.

If the holes are small and near the surface, the gases will sometimes force through, causing pin holes in the galvanized coating — tin plate or vitreous enamel.

ARMCO IRON
Resists Rust

The freedom from enclosed gases and honeycombed ingots makes American Ingot Iron the peerless sheet for galvanizing, tinning and enameling.

Great trouble is experienced in enameling steel because of this condition; vitreous enamel is applied at approximately 1600°F., and this heat causes the gases to burst through the sheet and the enamel, causing blisters and pin holes. The reasons for the unexcelled enameling properties of Armco-American Ingot Iron are the same which make it the most durable in exposed situations.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

PEERLESS
Ornamental Fencing

IT is easy to explain the merits of Peerless Ornamental Fencing to a prospective customer. There are so many things in its favor. First, it is really an ornamental fence; second, it is an economical, and at the same time, durable fence; third, it beautifies home surroundings and presents a splendid appearance. Gate and fence match well together. Then, too, there is money in it for you.

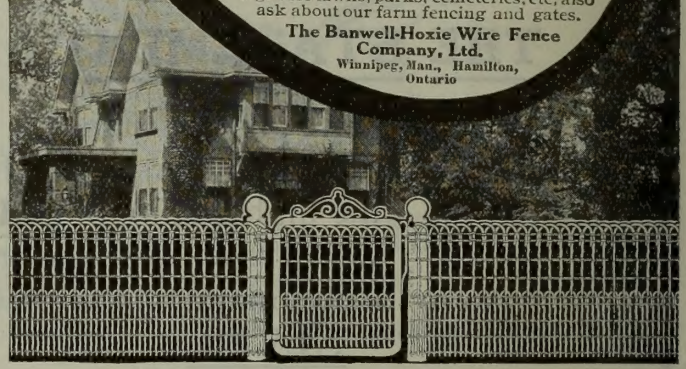
Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire. Peerless fence is easy to erect, and will hold its shape for years to come.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc; also ask about our farm fencing and gates.

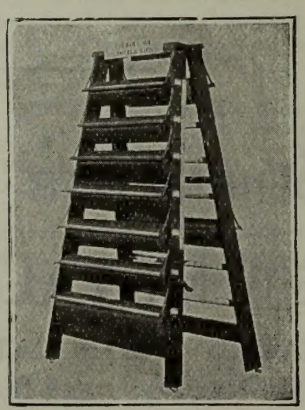
The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man., Hamilton, Ontario



The Bowser Wire Cloth Display Rack

will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DISPLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.



Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Jot down your request for full particulars now.

R. M. BOWSER & SON, Renfrew, Pa.

REMINGTON UMC

REG. U.S. PAT. OFF.

A "Self-Starter"

Start your customers on REMINGTON-UMC Ammunition — and lay the foundation of a permanent and highly profitable trade.

Remington UMC

on Shot Shells and Metallic Cartridges means the best product of 100 years' experience. The combined facilities, resources and priceless data of four great plants. Absolute accuracy insured by searching inspections and tests.

And last—(not least)—it means the opportunity to sell a product in which you take pride—at a price that nets YOU a worth-while profit.

With the present country-wide interest in shooting, there are splendid profits to be made in Ammunition and Arms. Go after them with the Remington-UMC Line

The Remington Arms-Union Metallic Cartridge Company

(Contractors to the British Imperial and Colonial Governments)

Windsor Canada

Jobbers Everywhere

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Efficient Files For Every Field

We make more than 4000 different styles of Files. No matter what your customer calls for, you can exactly fill his need with some one pattern of the "Famous Five."

KEARNEY & FOOT **GREAT WESTERN**
AMERICAN **ARCADE**
GLOBE
(MADE IN CANADA)

If it isn't on your shelf—it can be shipped AT ONCE from our stock. (It's surprising how much file business you can carry on—with a very small shelf-stock of the "Famous Five.")

Our big factory-stocks are at your disposal. Practically all our orders are shipped the day they're received.

Instead of tying up your capital in big stocks and turning it slowly—you invest but a small amount in the "Famous Five" and turn it many times each year.

With the "Famous Five" you meet every demand quickly—to the best interests of YOU and your trade.

Our complete catalog shows the range and variety of our lines. "File Filosophy" will give you some new tips on selling more files. Write for FREE COPIES to

NICHOLSON FILE COMPANY, Jobbers Everywhere **Port Hope, Ontario**

THE
STEEL COMPANY OF CANADA
LIMITED
HAMILTON, CANADA

BRIGHT WIRE GOODS

CUT NAILS

RIVETS AND BURRS

CARRIAGE TOP MATERIAL

SHOT

LEAD PIPE

WING BOOT CALKS

FORGINGS

WROUGHT PIPE

IRON and STEEL BARS

WOOD SCREWS

WIRE and WIRE NAILS

"BAY STATE" TIRE BOLTS

"TIGER" WHITE LEAD

HORSESHOES and HORSESHOE NAILS
"Bell" and "MRM" Brands

PIG IRON

PUTTY

CORRUGATED FASTENERS

TACKS

STAPLES

WIRE HOOPS

SPIKES

COTTER PINS

PROMPT SHIPMENTS

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN HALIFAX

Keeping In Your Public's Eye and Mind

is half the battle; the other half is in carrying a message that it will listen to and heed.

The message starts 'way back in the shop—in a deserving product and good business methods—and this is the first, most important equipment of the fight for business.

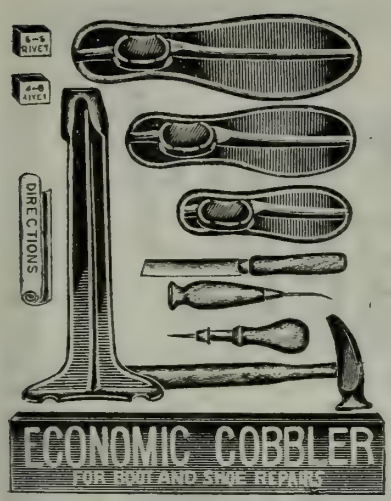
The other half, without which any decisive victory is well-nigh impossible, is made comparatively simple by the fact that your particular public has been so sorted out and classified that you know exactly where to find it.

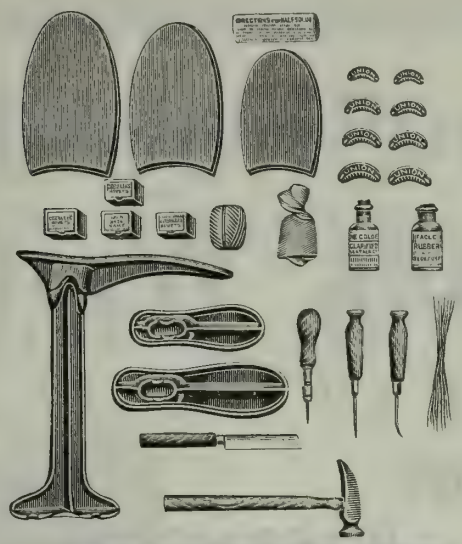
Your public, the few thousands who are of direct business value to you, are selected automatically from the millions who have no possible interest in your product, and, so far as your purposes are concerned, are brought together at regular intervals for deliberate and serious consideration of their business problems.

They are told, by those whose opinions they respect, how to do things better, quicker or cheaper. They are told how others in their line have profited by the adoption of new methods. They are given information of vital value—information for which they gladly pay; and then the opportunity is open to you—while the whole matter is fresh in their minds—to tell them just how your product fits into the plans presented.

There are few paid subscribers to any trade or technical publication who are not actual or potential buyers—few whose purchasing power or influence can be safely ignored, and few even of the few who "don't read advertisements" who are not influenced by them.

The subordinate of to-day is the department head of to-morrow, and the work of educating him is done while the work of convincing to-day's buyer is going on, for both are readers of a trade or technical paper.









COBBLERS' and Combination Outfits

WILL PROVE EXTRAORDINARY SELLERS THIS YEAR BECAUSE MORE SHOE REPAIRING IS CERTAIN TO BE DONE.

THEY ARE ATTRACTIVELY FINISHED, HIGH IN QUALITY, AND THEY SELL AT A REASONABLE PRICE, LEAVING A GOOD SUBSTANTIAL PROFIT.

Order from your jobber. If he cannot supply you, write us. We ship promptly from stock.

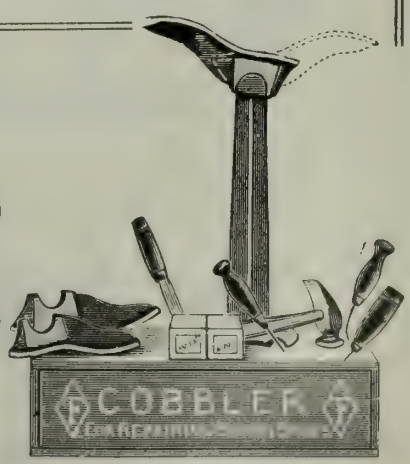


TAYLOR-FORBES CO., Limited

Head Office and Works: Guelph, Ont.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St., Montreal; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 3070 Homer St., Vancouver, B.C.



Horse-Shoe Brand Clothes Wringers

BEST OF THEM ALL

Steel Ball Bearings **Enclosed Cog Wheels**

WARRANTED



Mr. Merchant—Clothes Wringers are used by women on the hardest and most disagreeable day of the week. If a wringer bought of you causes trouble, there is no telling how much trade you will lose on account of it.

Buy the best and make customers.

No. 380E—Rolls, 10 x 1¾ inches
No. 381E—Rolls, 11 x 1¾ inches

The American Wringer Company

NEW YORK, U.S.A.

The Most Satisfactory Horse Clipping Machine Ever Marketed at Any Price





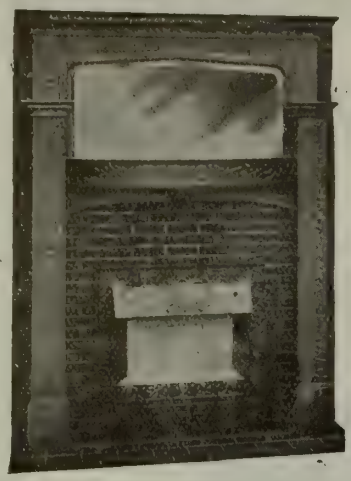
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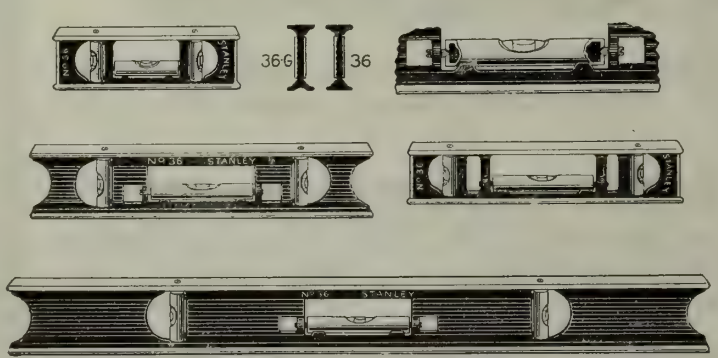
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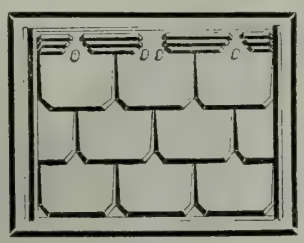
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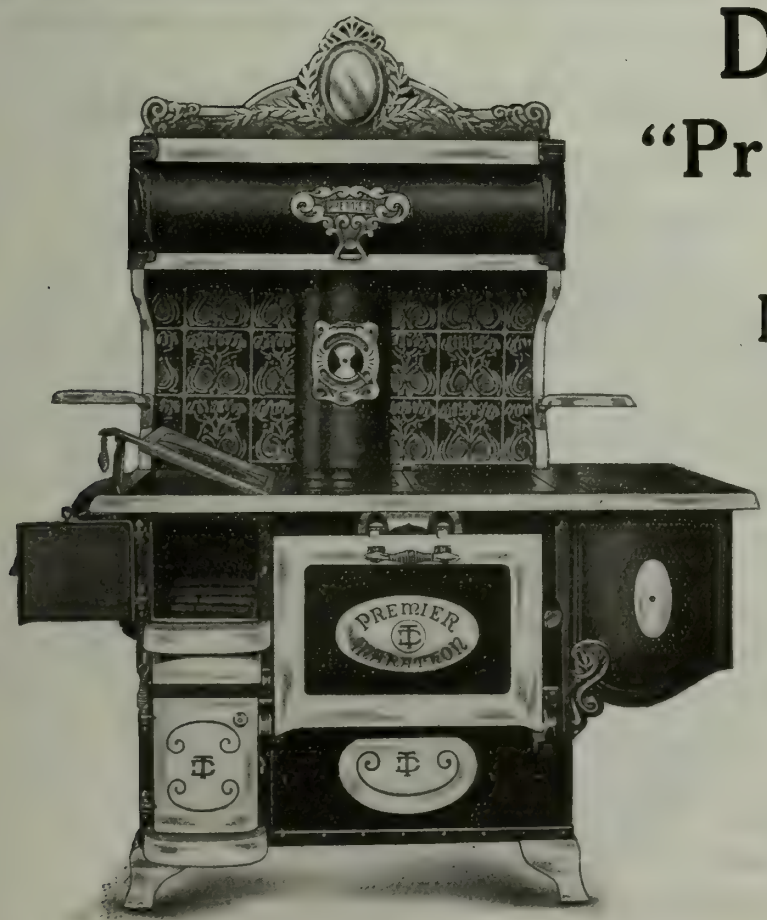
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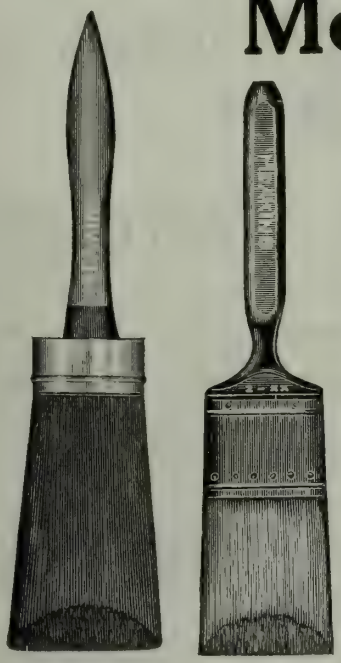
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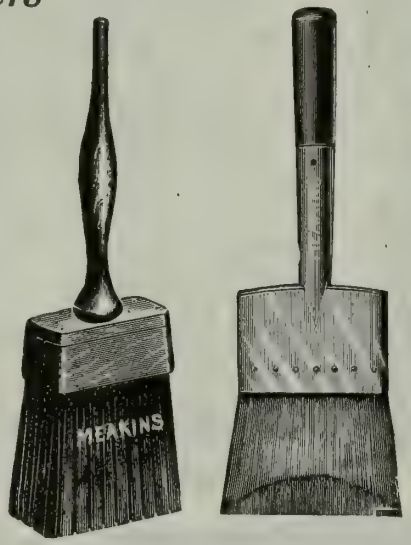
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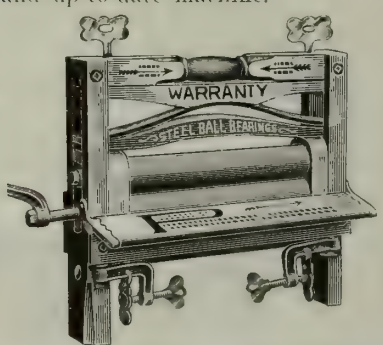
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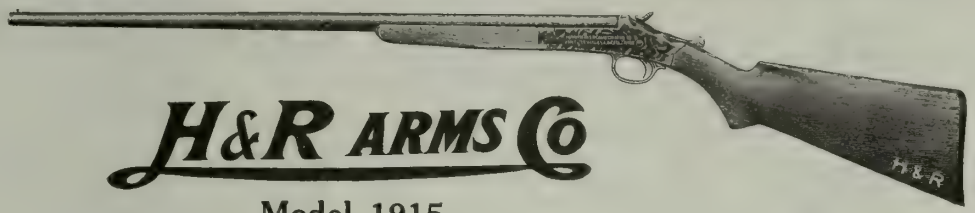
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A New Small Bore Shotgun

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H&R ARMS Co

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A small bore gun throughout, not a small bore on a 12 gauge frame.

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One minute after the

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This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

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We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

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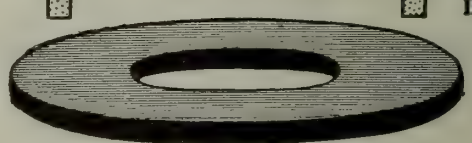
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And you needn't be afraid of the result—even if you never made a loaf of bread before in your life—if you use a

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A Saving of 100%

This conclusion is based on a 5c loaf—and the percentage of profit to CANUCK users will exceed 100% in the same proportion that the bakers have advanced their 5c price in your locality.

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CANUCK Bread excels in nutritious, health-giving, body-building qualities—has all the attributes essential as an ideal exponent of the "staff of life."

Bring your customers up to a realization of the value of good health, good appetite and good digestion, and the saving in household expenses effected by the presence in the kitchen of the CANUCK.

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MANUFACTURERS OF

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MONTREAL, P.Q.

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(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

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Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MARCH 27, 1915. No. 13

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Specify "DOMINION CROWN" on your next order.

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HARDWARE AND METAL

Vol. XXVII. MARCH 27, 1915 No. 13

At the Front With the Princess Pats

By GEORGE EUSTACE PEARSON.



George Eustace Pearson in the uniform of the Princess Patricia's Light Infantry.

EDITOR'S NOTE.—All readers of Hardware and Metal will remember George E. Pearson who acted as associate editor of this paper for some time. His duties took him to many sections of the country and in that way he became closely acquainted in the trade. When the war broke out, Mr. Pearson was one of the first to enlist. He went with the Princess Patricias to the front and has been serving in the trenches since the first of the year. His article, written for the most part in the trenches, will have a double interest for Hardware and Metal readers.

THE Princess Patricia's Canadian Light Infantry is a modern White Company, roving on that same soil that held its predecessor so many centuries ago. It is a reincarnation of the old spirit, but stirred this time to a nobler end and errand. A far cry from Black Simon and Big John with their bows of yew and ash to those who now lead the "Pats." But its aims only have altered; the spirit remains the same. And Sir Nigel with his lady's glove at helmet was never keener for the onslaught than those upon whom his mantle has settled to-day.

Now, Tommie likes nothing so much as being on the move; he cares not how he goes, nor why, nor where, provided always, of course, that he is not retiring; hence the frequent changes of camp of the Patricia's were invariably greeted with glad acclaim. Their camp history was much that of the Canadian contingent proper, up until they camped at Winchester where they lay alongside of and made further acquaintance with some of the regular regiments. There, in those sunken lanes, worn deep by the feet of centuries of patient toilers and sturdy men-of-arms, they renewed the spirit of their sires. And in the city those ancient archways and venerable flags, that once resounded to the clanging arms of Caesar's legionaries and Alfred's later Thanes, now echoed and re-echoed to the shouts of "Tipperary" and the creak of modern war equipment.

Rumor is a capricious dame and feeds on herself. At one and the same time, the Patricia's if all accounts going were to be believed, were going to return to Canada against a possible invasion there, were going to India, Egypt, Bermuda, Malta, the Gib, France, Belgium and the Kiel Canal. But finally, after four months of sticky mud and wet misery, four month of useless fret and wasted fire, came the great announcement, "Active Service"—where, no one asked nor cared. The word ran like wildfire through the ranks. Old "Sweats" became for the nonce patient with greener soldiers, old enemies called a halt on wordy war. With the serving out of live ammunition, identification tags and emergency rations, there stole over the camp that sublime peace that knows no words. Fatigue, usually to be avoided like unto a plague, became a pleasure in the sure knowledge that this was no ordinary camp breaking, but the precursor of camp in a gloriously muddy trench.

Nor could the discomfort of an all-night trip in an almost open cattle boat in a pouring rain mar their quiet content as they approached the land of action. Disembarkation was followed by a short night march which brought them to their temporary camp, which, wetly reminiscent of England as it was, and short as the night rations of grub and blankets were, they welcomed as part of the great game.

Instead of the dreaded wait, another night saw them once more en route and correspondingly happy. As they moved down through the streets of the ancient French seaport, at which the landing had been made, to the entraining point all reserve was thrown aside and a well-disciplined pandemonium — if such be possible—broke loose. The pipers endeavored to make themselves heard and gave expression to the bottled up yeast fermenting in their Scottish bosoms. All in vain; the men would be heard—and were. Mile after mile slipped away from under their feet. They chanted, sang and whooped for sheer joy. The wolves were out. Blood was in the air and the eager whelps were straining at their leashes. The Patricia's had struck the scent. It made one's blood tingle.

After the strenuous labor of juggling their impedimenta abroad the train, the men piled in at their side door and with pipe and story settled themselves down to the long journey ahead. At last the dim lights of strange and famous cities gave way to the misty dawn that showed quiet villages deserted except for some frantically waving women and their little broods; silent harbingers of war these.

Once more we were on the march and the Patricia's swung out into the winter night, this time through silent villages and country roads bordered by gaunt and leafless poplars that reared themselves wraith-like in the light of a watery moon that shone through the mist-ridden air. No sounds were heard as they swung on, save the muffled cadence of their feet and the desultory booming of distant guns. The dawn found them billeted at a straggling village in which the warm-hearted natives had sat up all night awaiting their ar-

rival with open doors and steaming coffee. Deep beds of straw in tile-thatched stable lofts replaced the muddy tents of other camps. Here, like the villages, they quickly fell into the ordinary routine of the day's work, despite the continual sound of that ominous firing and all that it presaged. Here all light pleasures were pushed aside in preparation for the hour of trial. Neither the village cabaret nor the smiling "jeune filles" could hold more than the moment's notice of these men who, be it said, have remembered Lord Kitchener's advice.



The dawn found them billeted at a straggling village in which the warm-hearted natives had sat up all night awaiting their arrival with open doors and steaming coffee.

A file of the "Pats" enjoying a few minutes' rest.

Three Week's Later.

Since the Patricia's first left that quiet village many things have happened. They have been through the fiery furnace, into which they went as a mass of rough metal of untried men and have come out the finely tempered steel of a cohesive fighting unit. The bell that from Winchester's old cathedral each noon tolls its daily dirge for the souls of departed warriors by land and sea has tolled for them.

Since that first night we have made many marches but always have been within sound of the guns. For two days we marched, circling and coming with each hour closer to the deep volume of the sound. The first day's trek took us through a country but little disturbed, to outward appearance at least, by the war. It was quite evident that something was afoot but there were no evidences of war's destruction. The uneven cobble stones of the road called forth many execrations from the tired men with their heavy packs. Everywhere we met groups of playing children, who, stopping for the moment to gaze at us, and catching sight of our badges, would break away shouting and, pounding on closed doors with tiny fists, would squeal: "Maman, Maman, ce sont les Canadiens!" Ever and anon there passed convoys of transports, empty and full, returning from and going to the sound of the guns, English, French and Belgian. The former were usually immense auto goods vans with an occasional admixture of wagons, the latter nondescript assemblages of two, three and four-wheeled carts drawn by a great variety of quadrupeds, varying from donkeys to massive Percherons. The handsome Frenchmen, striding along beside their loads, dressed in voluminous upturned blue coats with baggy red pantaloons, invariably showed their white teeth in a cheerful smile as they shouted greetings to us. And always there were the Red Cross vans, noiseless and easy, going slowly south.

At the roadside groups of Belgian soldiers stood aside from their road work, uniformed except for the addition of wooden shoes. The little fellows usually drew themselves to attention and one could hear the subdued murmur of the chorused words, "Kan-ada," as we passed.

The first night's billet brought us into the fringe of the earlier German invasion. On the outskirts of a popular city, which must perforce be nameless, a long line of deserted and water-filled trenches overlooking a muddy turnip field. It contained all that was mortal of three hundred of "Ours" who had given their lives in gaining these same trenches. The belfry of a beautiful church, commanding as it did the whole countryside below it, had housed the machine guns that had meted out their fate. Here the Germans had come and gone three times as the tide of invasion had rolled back and forth. Here we met our first spies, one of whom was in a peasant woman's garb. But we passed on before their ultimate fate was settled.

The stories we hear at our various billets varied, as they have since, of German methods. This man or woman was left unmolested by some unwelcome but courteous German; that one robbed and outraged. It all depended apparently upon the individual German soldier and the manner of the householder toward him. One astonishing fact we noticed, was the commonplace way in which the peasants continued about their ordinary duty, the work of the crops, and even to the minute detail of hedge trimming. Evidently no fear here of a German return.

The next day was a repetition of the first except that there was more activity apparent as we neared the firing line. Also there were more evidences of destructive war. Nameless cities and hamlets that, always famous, have lately gained immortality in a night, came and went. As the day aged we began to pass rest camps, "dug-outs" and abandoned villages, that swarmed with "Terriers" and regulars, amongst all of whom our presence had an electrifying effect. Shouts of "Good Old Canada," "Pat's Pets" and so forth were bandied up and down the line of march.

The early afternoon saw us bivouacked in a muddy field, the sheltering hedges of which we sought against the presence of hostile aeroplanes, while we waited for darkness and the trenches, for, from this time on, in consideration of our close proximity to the actual theatre of operations, all movements had to be made after nightfall to avoid enemy reconnaissances. But even here we were treated to one of the most spectacular sights that even this, the most spectacular of wars, affords. From out of the hazy distance appeared a school of enemy aeroplanes, about a dozen. As they approached our nearby artillery opened fire and for fifteen minutes the planes manoeuvred up and down, this side and that, seeking a safe lane of approach, whilst all about them on both sides, over and under them, burst our shrapnel in so lively a fire that the planes were half

hidden by smoke. They were soon forced to withdraw.

As night fell quiet-voiced orders were given and, amidst perfect silence, the regiment formed up for its march to its maiden adventure. And here we were treated to our first sight of the German star shells which shot up from the vicinity of their trenches, breaking directly over the suspected area of our territory, illuminating the whole of it within one hundred yards brightly and semi-brightly over a much larger area. They resembled nothing so much as huge sky rockets, except that, as they broke, they took on a duller, yellow coloring and the form of a star.

The "relief" of the trenches is not the least dangerous part of the game and each party had its own adventures on the route to the comparative shelter of their frontage. The all-too-generous supply of mud and water about was bad enough in itself, but the presence of the star shells made it doubly so. Distant shells went unheeded but those falling close by made imperative demand for "bobbin' "; so "bob" the Patricia's did, flattening out in the muddy mess. Number one company in particular was so unfortunate as to fall heir to a star at a very inconvenient time, to wit, as they stood knee deep in a flooded field. But there was nothing for it, so with many a muttered interjection, down they went as if for a swim in the ice cold lake and none the less quickly for all their dislike of it. Situations sometimes arise in which neither command nor plea is necessary and this was one of them.

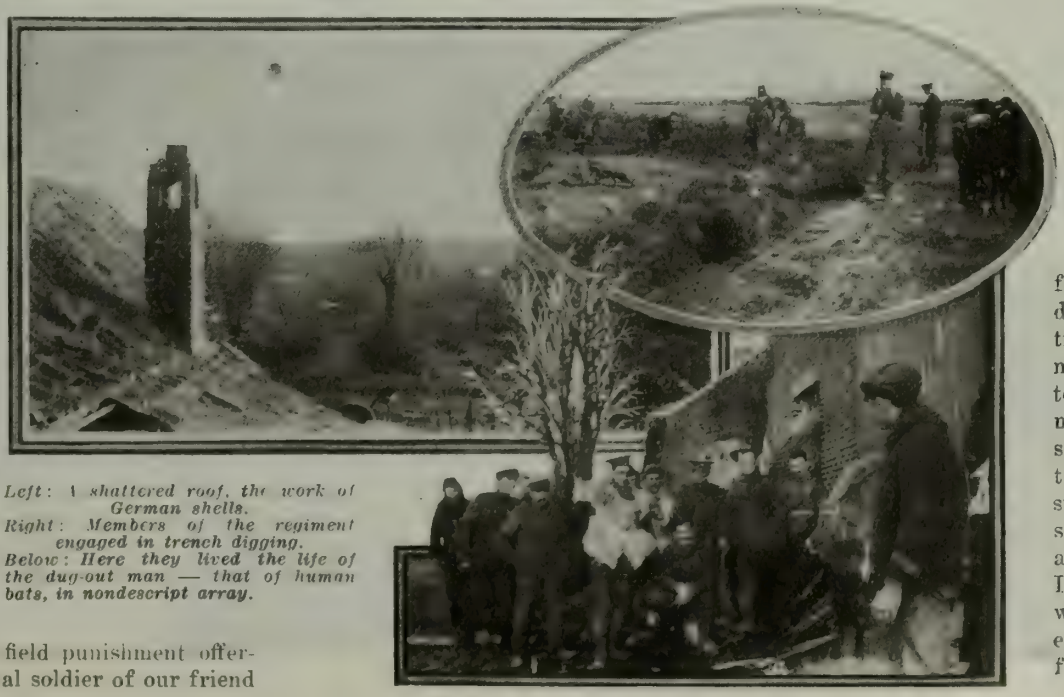
By day they slept and shaved and washed and cooked and strove courageously to rid themselves of the accumulated mud.



A snapshot of Mr. Pearson taken at Winchester.

In other parts of the movement the Patricia's made first acquaintance with the festive sniper, i. e., Germans who had crawled behind our line, there to lie under cover of hedge or ditch or in sheltered tree-tops and take toll of the unsuspecting men beneath. Apropos of snipers the story goes that a full course of sniping is the field punishment offered to the individual soldier of our friend the enemy for any misdemeanors while on active service. According to the tale, the guilty one is punished with ten-days' rations and 500 rounds and given the German equivalent to "Beat it." To add insult to injury the poor sniper must needs return his empty 500 to prove that his work was done. A truly German sample of factory efficiency and utilization of waste product. I tell the story for what it is worth.

All that long night the Patricia's played the game, than which no harder one exists—the waiting one. The conditions were such that only those who have endured them can have any adequate conception of what they really were. All at least knee deep, some waist deep in a thick, gluey, clayey mud and stagnant, putrid water, they passed the night in the rain unsheltered save by a rare bomb-proof — a bomb-proof in name if not in fact. Betimes they paid their devoirs to the unseen enemy and were repaid in kind. Here and there down that desperate line went the angry pop-pop of intermittent rifle-fire, like the windy slamming of many doors, occasionally to give way to noisy fusillades as one side or the other became angered at some hit or concentrated their fire on some special movement or the other. And always, at intervals only, for the night work exposes artillery positions, from overhead there came the heavy snap of the shells as they left the big guns, followed by an eerie wail like the wind in a mountain storm, a resonant boom and then—a shower of shrapnel, sometimes on the trenches of one or the other, sometimes directed at a distant battery. The whole pale fields of foetid water, ditch-like trenches and mud-bespattered haggard men lit up in spots now and then by the star shells, showed forth a terrestrial Inferno in which it seemed impossible for men to



Left: A shattered roof, the work of German shells.
Right: Members of the regiment engaged in trench digging.
Below: Here they lived the life of the dug-out man — that of human bats, in nondescript array.

live, let alone fight. Their only consolation—and being human a great one it was—was that the Germans were as badly or perhaps worse off than they. The darkness, except at these rare intervals, was of that impenetrable inky quality that arises from a mixture of black night, steaming mist and drizzling rain over a heavily-wooded countryside. Although the moon was supposedly at its full it forgot, or else refused, its function as though a party to that vast conspiracy of darknes.

At last the morning, the "stand to arms" and with it strange sights, but not, as in some places—the good warm sun. As though its benignant influence might cheer, it carefully hides away and sends in its stead more rain. And so it always is in this land—rain, rain, night and day. Sometimes it just drizzles, at others it pours—but never the sun. One wonders if the sun is not the fable to these nations that snow is to the south sea islanders. Men look at one another seeking to descry well known features through the mud.

Soon, as in city factories and country farms, the real business of the day begins. A few experimental feelers and the daily artillery duel began, interspersed with sporadic shelling of the trenches; and so continued throughout the day with a heavier and more accurate rifle fire between the opposing trenches than was possible during the night. Many were the freak wounds and narrow escapes. Here a sergeant's stripe torn off by a splinter of shrapnel; there the handle of an entrenching tool shattered or a pack torn bodily from a man's shoulder, tearing coat to tatters but leaving the wearer unscathed. One bullet skinned the lip of one man, another passed through the nose of one and instantly killed a soldier at his side. And so on ad infinitum.

And yet with all due respect to Der Kaiser and his wonderful machine and wishing to incur no punishment for lese majeste, let it be said here that his gunners are rotten. There is no other word for it. Or at least this description applies to that part of them who held forth opposite the Patricia's. The noise of the bursting shells, the impact of them as they fell, the presence of flying splinters and gobs of mud was really most terrifying; but their ultimate results—nil, and out of all proportion to the energy expended.

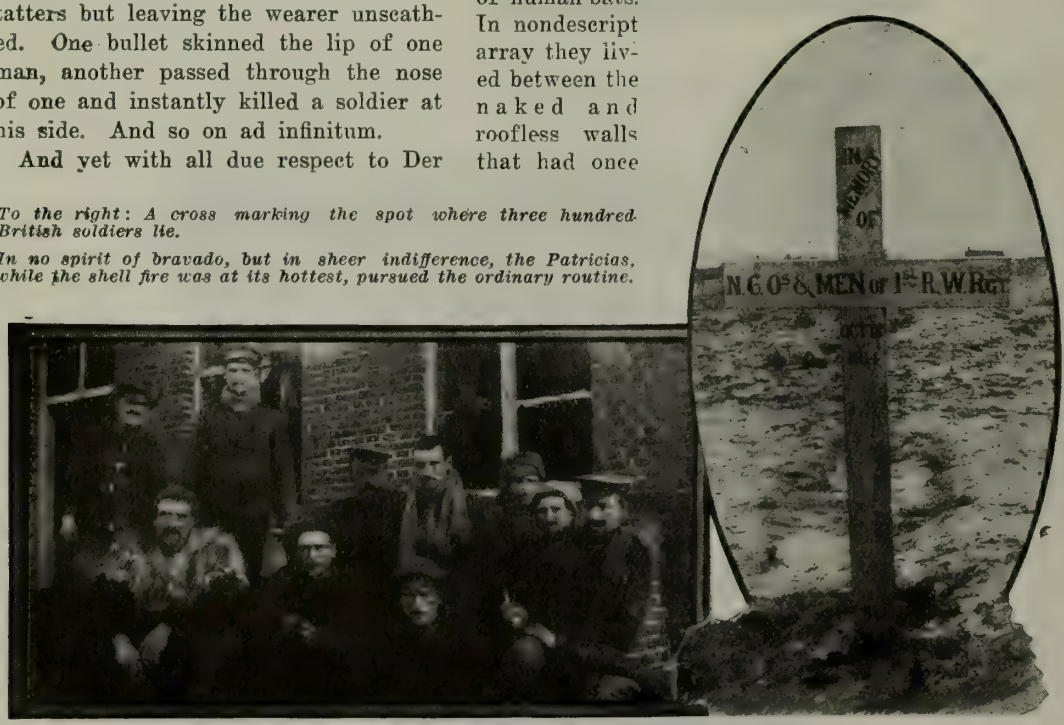
With the dusk the heavier fire ceased but there continued a repetition of the previous night, a desultory rifle and artillery fire, the former at irregular intervals giving way to brisk and lengthy fusillades. Then came the heaviest task of all, the passing of the long night, the baling of water, the constant fight against the sucking mud and the utter weariness of mind and body, unrelieved by the external excitement of the heavy fire of the day. Men became dazed and did their duties in a well-disciplined but automatic manner, not knowing why or how they did them but just doing them.

The relief battalion took the pace of the Patricia's that night, the latter wet and mud-soaked, short some of their number, but still indomitable of spirit, stumbled on through the foetid mud. Their destination was a ruined and nameless village a short distance in the rear in which they were to do their time as supports for the brigade ere they moved still further in the rear for a well-earned rest on the reserve line.

Here for three days and nights they lived the life of the dug-out man—that of human bats. In nondescript array they lived between the naked and roofless walls that had once been homes but were now mere mockeries of that name. By day they slept and shaved and washed and cooked, and strove courageously to rid themselves of the accumulated mud. Failing that last they solved the problem as far as great coats were concerned by slicing off in jagged patterns the heavy skirts. The resultant patterns fitted in with their surroundings. Some favored a swallow-tail effect, some argued a short Cardigan quite au fait. Others claimed that that was decollete and clung to their mud-soaked skirts. Like bandits—a cross between cavemen and medieval men-at-arms—they appeared. Ragged and dirty and lacking any quantity of water to correct that last they skulked and prowled about seeking stray vegetables to eke out the perennial stew, dodging along the cover of shattered ruins of walls, intent on nothing but their bodily comfort, after so hard a punishment of it. At night those apparently lifeless ruins vomited out their dwellers, some to seek dug-outs, others to draw rations, something for one to do for all, until the very air hummed with their activities.

It was in this village that we picked up a straggler from another regiment who will be longer remembered by the favored few who saw and heard him than any of the stragglers who have joined us for a day and then gone on. He came strolling down the road, serene and unafraid, nondescript of apparel with turkey bag on his back, glancing now right, now left, as though he were some country visitor but newly arrived in a great metropolis. On closer inspection his uniform, or what once had been one, was seen to be in rags, particularly the back of it which had been badly torn by shell fire. To cap it all he wore for head gear an ancient and disreputable square-topped black derby. He was from a famous British regiment. His speech was fully as quaint as his clothes and he will never know the keen delight he furnished that small group as he retailed from his peculiar viewpoint his adventures during four troublous months of hard soldiering hereabouts. His description of a certain German charge that he had faced, and incidentally assisted in repulsing, was a masterpiece. "The funniest thing ever seen in m' life, chaps. Three short blasts on a bugle, 'Hoch! Hoch! Hoch!' All down the line like a flock of geese. Then them chaps sung

(Continued on page 40.)



To the right: A cross marking the spot where three hundred British soldiers lie.

In no spirit of bravado, but in sheer indifference, the Patricias, while the shell fire was at its hottest, pursued the ordinary routine.

A Strong Hardware Display

Fine Points of Window Trimming Demonstrated in Display Which Secured Second Prize in Hardware and Metal Christmas Contest.

IN announcing the results of Hardware and Metal's Christmas Window Contest, the statement was made that the windows submitted far outranked anything in the way of hardware trimming which had previously been seen. This broad statement will be more than justified by the illustration presented herewith—the window trimmed by Chas. H. Byford for the Bond Hardware Co., Guelph, which was awarded second prize in places over 5,000. Mr. Byford has a well-deserved reputation as a window trimmer, but it is doubtful if he has ever accomplished anything so complete and artistic in every detail as the trim in question.

This window is a splendid sample of a trim combining the two essentials of artistic arrangement and comprehensive display of goods. The first impression gained from the display is the extremely attractive setting and the unusual length to which the decorative schemes have been carried. The marbelized posts with large lights above are a distinct feature. At the same time, however, the strongest feature of the display is the large variety of goods shown in the window. Mr. Byford has made it a strong sales window, a factor which was helped to no small extent by the use of price cards on all the goods displayed.

A description of the trim will be of interest:

The background of this trim was made up of four 10 in. square pillars covered with onyx marble paper, which stood out with excellent effect. The two centre pillars were 6 feet high, on which were placed two 12 in. globes with 100 candle-power electric bulbs in each. The two outside pillars were 6 inches shorter, and on these the sign, "Season's Greetings" was placed. The sign was made of beaver board, 10 inches wide and 17 feet long, in scroll shape, painted white and edged with gold. The lettering was done in green, shaded with gold. The spaces between the pillars was filled in with beaver board cut out as shown in the photo. A strip 3 inches wide was fastened around the circular portion, thus setting the lattice work back. This was all finished in white and gold. Behind the lattice green sateen curtains were hung, which brought out with good effect the lattice-work, which was made in diamond shape. The base of the window was raised 6 inches and sloped towards the front, which was used to good advantage in displaying table cutlery, etc. The back portion of the display was arranged by two tiers of small boxes of equal sizes. Over the boxes white paper was first used and then white cheese-cloth was loosely arranged. Strings of holly were fastened along the edges of the tiers. Two vases of mums and two ferns in jardinieres on pedestals lent taste to the display. This window was given over almost entirely to silverware and case cutlery, each article being marked with a neat price ticket.



Window trimmed by Chas. H. Byford for the Bond Hardware Co., Guelph. Awarded second prize in Hardware and Metal's Christmas Window Contest for places over 5,000.

BINDER TWINE MENACE.

It Is Feared That Yucatan Supply May Be Interfered With.

It is feared that there may be serious interference with the shipments of Yucatan sisal hemp, from which much of the binder twine is made, required to bind the big crops of Canada and the United States. A committee of Yucatan citizens has appeared at Washington, D.C., saying that Carranza officials at the Port of Progreso were burning stores of sisal and threatening growers and shippers with heavy taxation under penalties because of refusal to accept a Carranza governor.

Recently a blockade was declared, cutting off shipments, but this was abandoned when the United States government gave notice that the cruiser DesMoines would be used if necessary to keep the port open, and it is understood that further steps will be taken to prevent interference with shipments.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MARCH 27, 1915 No. 13

THE FARMER'S trade is the trade worth while these days.

* * *

PRICES CONTINUE upward on many lines. Early buying was good policy this year.

* * *

A GOOD AD. will go a long way to coax the reluctant dollar from the secluded sock.

* * *

IT IS AT SUCH times as this that the importance of buying becomes most clearly manifest.

* * *

WHEN THAT old remark is heard: "It doesn't pay to advertise," the fool-killer spits on his hands.

* * *

ETHELBERT EVERGREEN is feeling the pinch of circumstances. But in that respect Ethelbert need not feel lonesome.

* * *

WHEN HIS prospect has the money a good salesman can always sell a good article. Apply this truth to present conditions.

* * *

THE WORST fault to be found with some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

* * *

REPORTS FROM the Maritime Provinces with reference to business conditions are most optimistic. The West is also showing a better tone generally.

* * *

THE SALESMAN who could glibly roll off his tongue, "Good morning, I see Pryemysl has fallen," has every reason to count himself a linguist of parts.

* * *

WHEN YOU stop fighting your neighbor and combine your energies to defeat the common enemy you will make progress toward better local trade conditions.

* * *

ADVERTISE OF course, but advertise well and stick to facts. The public has been educated up to the point where only a well-designed and thoroughly businesslike ad. has any weight.

Daylight Saving

THE daylight saving idea is to be tried out again on a more practical basis in the West. It will be remembered that some years ago the plan was first suggested and was given a brief trial in a number of Ontario towns. Owing to opposition from various sources the idea was not given a very extended trial in any section; possibly in no case was the length of time sufficient to allow of safe conclusions being drawn.

The idea briefly was to open all business places an hour earlier during the summer months and to close an hour earlier. This would be accomplished simply by the expedient of setting the clocks ahead. The man who had been in the custom of getting up at six o'clock would get up at five, but his clock would tell him that it was six as usual; presumably he would go to bed an hour earlier also. There were numerous objections, of course. The question of railway time tables was a disturbing factor and it was feared that the travelling public would be considerably upset. The general opinion seemed to be that the idea might work out well if it were made general all over the country but that isolated communities could not be expected to make a success of it.

The idea is now being worked out in the West, notably in Regina. There is also an agitation in Saskatoon that the same plan be followed. These Western points can be expected to give the idea a fair trial and it will be interesting to watch the outcome of the experiment.

The Clean-up Campaign

IT is of double importance that the paint-up and clean-up idea should be pushed harder than ever this year. In the past the movement has had a distinct value from the standpoint of civic improvement. After the citizens of a city or town have carried out a week devoted to a general spring cleaning up the place is healthier and more attractive. The strongest evidence of the value of the idea is found in the fact that, where the plan has once been tried out, it immediately is made an annual custom. From the standpoint of the hardware men it has had a double significance as the movement has entailed a steady trade in paint. And that is where the idea becomes of double importance at the present time. During a period of uncertainty and partial retrenchment it is necessary to push paint sales if a good volume of business is desired. Procrastination in the painting of a house will frequently be construed into

an economy in the mind of a householder when he feels that economies are necessary. That it is not an economy but a most reckless form of extravagance, in view of the depreciation in property as a result, goes without saying; but the fact remains that, if times are not as good as they might be, the man who is going to create a big total of paint sales must keep everlastingly on the job.

That a wide extension of the paint-up and clean-up idea would help the trade this year goes without saying. For this reason alone, and quite without consideration of the more general benefits which can be urged, it would be advisable to encourage the paint-up and clean-up movement in every possible way.

Measuring Up To Capacity

IT'S a good thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

Perhaps you as a merchant do not know as much as you should about your own business. Do you? Take an inventory of yourself and your qualifications, as well as of your merchandise, and follow out the idea by extending the investigation to your staff. Perhaps some fault of your own is preventing a healthy flow of inspiration and interest in the business of your assistants. Personal stock-taking may show you that. Perhaps you have a drone or two in your employ—it will pay you to find that out. Get the best out of yourself and see that all about you measure up to capacity.

Conditions Brisk in the East

HARDWARE AND METAL has had considerable to say recently with reference to the prosperity felt in the farming communities. A fact which has not been touched upon perhaps as much as the situation warrants is the undoubted prosperity which is found in the Eastern Provinces of Canada. Close observers long ago came to the conclusion that business in the Maritime Provinces was on such a staple basis that spells of depression, which affected other parts of the country, had comparatively small effect there. While business in the Maritime Provinces has been less prone to spells of unusual prosperity, or, as it is generally termed "boom" times, they have escaped the undesirable consequences of the equally frequent lapses into periods of business stagnation which are a natural concomitant of the first condition.

At the present time business is perhaps better in the Maritime Provinces than in any other part of Canada. Representatives of the MacLean Publishing Co., who are covering that section of the country, send extremely optimistic reports of the conditions as they find them there. In one respect the situation is similar to that which exists in the other provinces; the prosperity is more marked in the rural districts. At that, conditions are reasonably brisk in the larger cities and town where manufacturing is the basis of employment.

Striking evidence of the conditions which actually prevail in the East is found in a news item published on another page in this issue. A hardware firm in Prince Edward Island held their annual meeting the other day and were able to introduce an annual report showing that business during the past twelve months had shown a good increase over the volume of the preceding year. Furthermore the statement prognosticated a continuation of this decidedly satisfactory situation. It was pointed out that conditions were basically sound and that, with the increased production expected in the rural districts, the situation would actually improve as time went on.

It is perhaps not unduly optimistic to express the belief that this condition will be reflected in a more or less degree in all provinces of the country. If crops are good this year there would be a marked improvement manifested in the late summer.

Dead Beatism

WHILE selling goods is the most important work of the retail dealer, there are other departments which must not be neglected if the business is to be successful. The collection of accounts is a work that must be diligently pursued at all times for if the money isn't coming in, it availeth little to urge the customer to purchase extra goods. The professional dead-beat we shall ever have with us. He employs "ways that are dark and tricks that are vain" to defeat the man from whom he buys his goods.

The story is told of a new arrival in a certain town going to the establishment of a clothier for a suit of clothes. The retailer looked him over and came to the conclusion that here was a pretty good acquisition to his list of customers. When the suit was ready, however, the newcomer gave a very plausible excuse that he was short of funds for the time being but that he would have the money at the end of the month. The clothier sized him up to be a man of his word and so without hesitation handed over the clothing.

The end of the month came and the dealer sent in his account. No response. Regularly the dunning letter went out for two or three months and there was still no reply. Then the dealer bethought himself of a brilliant idea. He would quote scripture and appeal to his higher nature. So with the next account he attached this postcript:

"You were naked and I clothed you."

Back came the reply by next mail, the first the clothier could get from the delinquent:

"You were a stranger and I took you in."

Whether we can set this down as gospel truth or not makes no difference to the point we desire to make. The dead-beat it out to make a living by questionable methods. His purposes should be defeated, and it is only by constant vigilance that the retailer can get the better of him. Chances are too freely taken by many and it is for this reason that the dead-beat has flourished so long. New credit applicants must be carefully scrutinized—and besides it is up to every dealer to get his money in regularly if he is going to do his share in keeping the wheels of business running properly.

Methods of a Quebec Merchant

Follows the Advertisement in the Trade Papers—Records of Clerks' Sales—Following-up Prospects—Mailing List for Prospective Paint Purchasers—Catering to the Farmers.

THE hardware store of Uldric Boucher, St. Hyacinthe, Que., visited recently by a Hardware and Metal representative, is clean and orderly and the lay-out of the store fixtures and stock is quite in keeping with the requirements of a modern hardware store.

There are silent salesmen in plenty, neatly trimmed. Stock boxes are sampled with excellent taste. Lacking the very latest tool wall-display cases, Mr. Boucher has arranged his stock of handsaws and other tools on the wall in a manner proving beyond question his faith in displays.

Silent Salesmen Indeed.

In the centre of the store, running towards the rear for nearly twenty feet, is a fairly low display table, carrying small household articles which women like to pick up because of their utility and cheapness. This table is fifteen or twenty feet from the doorway, located sufficiently distant so as not to be in the way of customers being served at the counter, but still near enough to attract attention.

Nearer the entrance, but kept well to right and left, are several tables for displaying enamel and aluminum ware, arranged with the same good taste, on several tiers. As is well known, these are good silent salesmen, and Mr. Boucher could not speak too highly of them as business-getters.

At the rear, he has built an office for himself and bookkeeper, which is airy and receives plenty of light from a rear window. The writer found a pile of trade papers and catalogs on his desk, the presence of which Mr. Boucher explained by the fact that he had been away several days. He intended going through every one of them carefully. Any article in the trade papers which he considers likely to be helpful, he marks. They are then passed on to the clerks for perusal, one of whom clips the special articles, and files them for reference. Catalogs are examined carefully and only those considered useful are filed.

Reader of Trade Papers.

It was observed by the writer that the advertising pages of a hardware trade paper lying on the table were clipped. "You will excuse me for saying it," said Mr. Boucher, "but I often find the advertising pages more interesting than the editorial. That is perhaps the chief reason why I buy the trade papers. Those clipped are the ones to which I have replied."

The conversation turned to the wonderful prosperity which St. Hyacinthe and other country towns in Quebec Province are enjoying. Reference was made to the fact that the farmers, while possessed of plenty of money, were exceedingly careful in their purchases.

"They are a careful class of people," said Mr. Boucher, "and are not likely to buy freely unless they are quite sure that you are perfectly honest. Our motto has been to sell the best goods, the right goods, and to explain exactly what they are for. When a farmer says, "I want such and such a thing," if we do not have an article that will suit his purpose, we will not sell him. Another dealer may, and if the article does not fill the bill, the farmer gives us credit for straightforwardness."

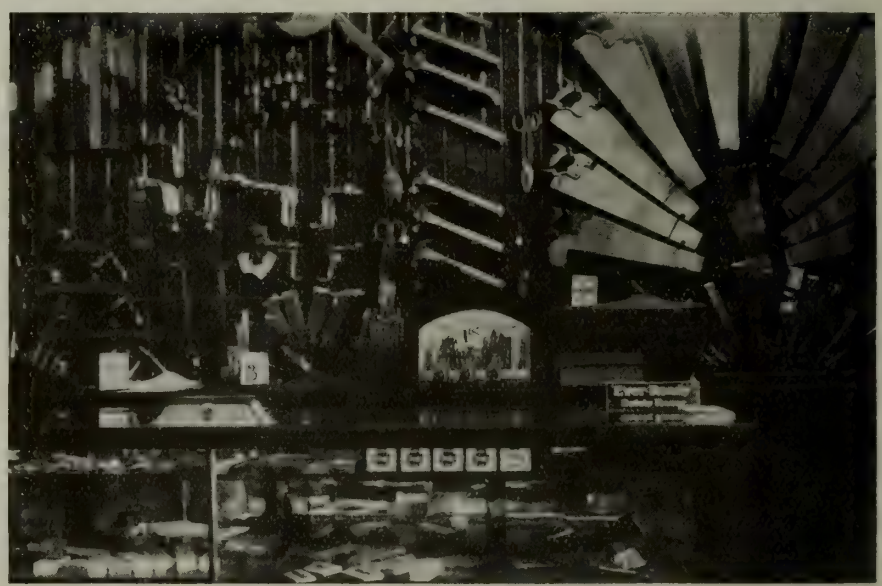
"Have you any methods for stirring up business?" the writer asked.

Follow-up System.

"Yes, we have a clerk who goes out in search of orders. When a man comes into the store for a stove or washing machine, or anything else, and does not buy, we take his name and follow him up and try and land his order. While the clerk is out, he secures orders for other lines, and often takes samples of special lines with him.

Selling Paint.

"We canvass paint prospects by letter. During the winter, if we hear a man say he expects to do painting in the spring, his name goes on oud follow-up file. Later it is sent to the paint manufacturer, who forwards his literature. Also, we write him personally. For a long time the farmers in this district have been users of white lead. We are changing that. To-day we sell more liquid paint than lead, except to the contractors."



View of tool department of the Boucher Hardware.

Clerks Who Are Salesmen

Mr. Boucher having referred to the fact that his business had shown a substantial increase every year, and that he had set a still higher mark to be reached this year, was asked what his clerks were doing to help attain this object. He replied:

"My clerks receive a record of their sales for each week, and at the end of every month they receive a statement showing the amount of business done that month, the month previous and during the corresponding month of the previous year. They understand that an increase right along is expected.

"One clerk in particular is going after business. He sells all that is asked for and always has something else to offer. He visits prospects after business hours



View of Boucher Hardware Store showing display stands for showing enamelware, etc.

if he thinks he can make a sale. We close early three nights per week. On these nights he solicits orders for electric lamps. It pays him, for he knows that his salary will go up in proportion to the increased business."

Mr. Boucher learned the hardware business in the store of S. Bourgeois et Cie., St. Hyacinthe. Later he was appointed hardware manager of a Montreal department store. Six years ago, in conjunction with his father and brother, he took hold of the present business, which is located in the same block as the store of his former employer.

GET A NEW VIEWPOINT ON YOUR WORK.

ONE of the best-known and most successful merchants in England, and in fact, in the world, is Henry G. Selfridge. Year by year his establishment in London shows advancement though when first established it labored under many difficulties. A few years ago he was a clerk in the store of Marshall Field & Co.

Here is an instance similar to many which might be related where a salesman in a comparatively short time rises to the head of an immense establishment.

Back of these cases of rather spectacular success there must be some reasons for such advancement. It cannot be attributed to luck or favoritism or any outside causes beyond the real worth of the man himself.

Too often the young salesman is apt to say to himself, "There isn't any chance for me here. So and so gets all the favors around here. A fellow never gets credit for doing anything better than it's been done before." In some instances such things may be true or again they may exist only in imagination. If favoritism is shown, it's up to the man to move on to some other place where real merit does count.

Get a Changed Viewpoint.

If such things are imaginary it is necessary to right-about-face and get a new viewpoint on things in general.

Every man has ambition of some kind as regards his future. Perhaps it is to become a topnotch salesman, perhaps a traveller on the road where retail experience is worth considerable, or, as in many cases, to own a business of his own.

Success Brings Success.

To any of these the best advice that could be given is to get with the successful man. By a first-hand study of the methods and principles of others an excellent groundwork is laid to guide in future years. One can see many a smart-appearing young fellow behind the counter in a store where the proprietor knows very little and cares less about merchandising. Sometimes such a beginner will rise in spite of his environment. But why labor under such a heavy handicap? Why not begin under the man who is progressive and who, in the language of the day, "knows his business."

First-hand Experience is the Best

It is all very well to teach salesmanship by mail, but theoretical knowledge alone does not go very far. In its place it is valuable but it should be subordinated to real practical demonstrations of how a thing should be done.

But salesmanship is not the only good quality that is necessary in the successful conduct of a business. The young man who is looking forward to a place of his own must know how to buy as well as how to sell, to take proper care of stock to handle men, to figure costs and profits (something which one man in fifty knows how to do properly), and all the other principles which can best be learnt by watching and working under the men who put these principles into daily practice. The writer remembers one man who to most of his staff seemed an unbearable crank about the proper handling and care of the stock. It was daily impressed upon the boys in the store that the stock was not an assembly of so much material of given sizes, weights and measures, but the means by which the busines was kept going, that paid their salaries and that deserved as much care and protection as the money it represented. It was hard

(Continued on page 35.)



View in Boucher store showing displays of kitchen utensils on display tables.

Conducting a Home Campaign

Many Battles to be Fought in Canada—Paint Will Play a Prominent Part in the Campaigns—Prospects for Spring Business Good in the Paint Line

WRITTEN FOR HARDWARE AND METAL BY A. T. BLACK.

ASK any hardware dealer what he considers to be the most interesting line of goods he has on his shelves and the one which affords him the greatest satisfaction in selling and invariably you will receive the answer: paints and varnishes. It is not difficult to reason why. In fact, there are scores of reasons why it should be so. Pleasure and Profit are two good reasons why he favors his paint business. Every dealer who is handling a good reputable high-grade line of paints and varnishes which are well advertised knows that it is the line which more than any other individual class of goods he has attracts the most people to his store. Therefore, many dealers consider their paint agency the most valuable asset of their business. The buying public are not slow to appreciate the attractiveness of a store where a good line of paint is kept, and it may just as truly be said that as men are judged by the company they keep, so stores are known by the paint they keep.

Paints and varnishes are profitable to the dealer for many reasons. There is absolutely no loss by waste or deterioration. Sales are readily made, and are clean cut. It's an easy stock to keep. Looks well on the shelves when kept properly and lends itself readily to making displays which promote its sale.

There is pleasure in selling good paints and varnishes from the fact that you know you are selling service and satisfaction, and with the knowledge that you are providing the user with a convenient means of making homes attractive or providing life insurance for some building which needs protection against the attacks of sun and rain and all the disintegrating elements.

It's good to know that each can is going to make brighter and cleaner and more sanitary some area in need of such influence. Good paint ready for the brush has been the means of converting into profitable channels a business which for ages has been an unprofitable undertaking.

The selling of lead and oil ever since Noah painted the ark, has been looked upon as almost a necessary evil. The growing popularity and influence of paint ready for the brush is lessening that evil more every day. There are some who still persist in arguing that the old way, grandfather's way, Methuselah's way, the old lead and oil by hand mixing process way is still the best way. In doing so they lay the charge that paint making and painting is the one and only business which has shown no progress or improvement since Noah stopped up the cracks (with lead and oil). Paints and varnishes are the most extensively advertised lines carried by the hardware trade. Their sale is promoted by the best studied out methods which comprise all kinds of trade pulling plans.

The great clean-up campaigns which have become national in their scope and



A. T. BLACK,

Manager Sales Promotion Department, The Martin-Senour Co., Ltd., Montreal.

which have done so much to make our cities and towns more healthful and beautiful have nearly all had their inception from the clean up and paint up advertising of the paint firms.

The best kind of a made-in-Canada campaign is just the campaign of making good goods at fair prices and being sure of letting Canadian buyers know of them by good advertising. That is the campaign that has in the past and will continue to keep the paint trade centred on made in Canada paint. This was forcibly brought to notice recently when at a meeting of publicity men in Montreal, speakers were allotted different lines of merchandise in which they were expected to gather data and try to show the necessity of boosting the Canadian made goods of this line. Paint was one of the lines which was slated for a place on the program but on investigation it was found that paint made in Canada so completely controled the field, it required no boosting. Of course every dealer who is successfully selling paint ready for the brush is co-operating and working hand in hand with the manufacturer in their sales promotion methods.

Paints are given a place of prominence in the store arrangements and are kept there permanently because the idea has long since vanished that paint is but a short season seller. It's an all-year-round seller, therefore it should be kept up in the front row.

Use the display matter provided in such conspicuous places as to draw attention, make window displays with the handsome trims provided for the purpose.

Hook up your store with the big national advertising campaigns being carried on. Provide mailing lists free from the names of those that have long since passed away and some who are still unborn.

Watch the building and alteration movements in your locality, and pass this information on to the firm whose goods you handle. Give a practical demonstration that you believe in the clean up and paint up movement and give your own business premises the benefit of your conviction. If you have a painter do the job, make him use the goods you sell ready for the brush. Make yourself and your salesmen thoroughly conversant with the full supply of literature bearing on paints and varnishes which contain a world of information as to how surfaces should be treated, and how different products should be applied. You will then be in a position to give the seeking customer proper advice and instruction and being able to render your customer this service will surely tend to strengthen their confidence in you and your store. The retailer who uses advertising supplied him by the manufacturer has a host of little salesmen working for him day and night. These little salesmen—good looking, quiet, efficient, know no hours and demand no pay.

Every show card, every window trim, every booklet should be as conscientiously put to work as a new hand hired at ten dollars per week. Give them a chance and they'll bring you business. Allow them to be neglected and they'll deteriorate into waste paper, useless and valueless.

Be the originator of a clean-up and paint-up movement in your city, town or village. They say that the manufacturers of weapons of war have used organized efforts to promote strife among nations. Then why should not the seller of paint declare war on dirt and filth and unsanitary conditions when he has the necessary weapons on his shelves in the shape of paints and varnishes to wage the fight.

We can't all go to fight the Empire's enemies, but we can all do our share in carrying on the campaign to make our home conditions brighter and better and more healthful.

This year more than any in the past we need to talk optimism. Talk business not war. War or no war, people must eat and wear clothes and incidentally paint their houses inside and out. Evidence there is aplenty that this is going to be a bumper paint year. It only remains for the aggressive dealer to go after this good, profitable, waiting business and it can be had.

The writer could not end this little talk more appropriately than by presenting the following entitled Optimism by the Martin-Senour Poet:

The sun will keep on shining,
The moon will come and go,
The wheat will keep on growing,
When Springtime melts the snow.

Folks will keep on eating,
And buying things to wear,
And French will keep on beating
The Germans everywhere.

Folks are now believing
The war is soon to end,
They know they're not deceiving,
And things are on the mend.

And folks will go on painting
To keep homes Spick and Span,
The "Clean Up—Paint Up" movement
Extends throughout the land.

Won Gilbert Trophy.

The Gilbert silver trophy, donated by the DuPont Powder Company, was won by E. J. Johnson at the match of the Dominion Cartridge Co. gun club at Brownsburg, Que., on Saturday, March 20th. Mr. Johnson made a total of 79 from scratch, the match being for 100 birds.

The mops, dusters and brooms are mobilizing for the spring housecleaning. For father, the melancholy days are here.

Pointers About Batteries

How Sun, Frost and Heat Affect Dry Batteries — Three Don'ts for Hardwaremen Who Stock Dry Batteries—How to Buy Them.

NOW commences the big season for batteries—a line which has developed practically in the past five years, and which, year by year, is becoming more important to the hardware dealer. It is a line which may give some trouble if not handled properly—yet a line about which only a few simple rules need be remembered. Perhaps for the benefit of those starting in the hardware business—and the number is quite large, despite the unusual conditions of the day—and for the benefit of the young clerks, to whom these goods will be new, something may well be said regarding the ordering and storing of dry cells.

Life of Cell Not Indefinite.

In the first place, the life of the dry cell is not indefinite. All makes are guaranteed, but only for some three months. Realizing that their future business depends upon giving satisfaction, the manufacturers are careful to see that the cells shipped to each dealer are fresh, but the dealer should make his plans for a rapid turnover of these lines. This means that he will sell the goods to his customers while they are still at the highest state of efficiency. After three months the battery will begin to lose power.

With the heavy work which is going to be done on the farms this year there seems little doubt that more batteries than usual will be required. Dealers, however, would do well to order well within their selling power, and to keep ordering as they see their stock diminishing.

Sun Kills a Dry Cell.

In a Winnipeg store recently an attractive display of dry cells was shown in one of the windows. It is a window with a western exposture, and all afternoon long the sun beats in through the plate glass. After a few days of this, the battery will be greatly reduced in power, for extremes of temperature have a big effect upon these lines. To make displays, dealers would do well to use only the cases, keeping the batteries in some moderate temperature. A basement is usually the best place to keep a reserved supply.

Very heavy frost is not likely from now on, yet in the West especially one more freeze up may be expected. Those ordering batteries, therefore, at this time will need to use precautions to make sure that these do not freeze. Only this week a Winnipeg handler of this line got a complaint that a shipment of batteries were absolutely dead. He had hardly answered this complaint when another letter came saying that the batteries had come back to life. He discovered that the batteries had been exposed, had become frozen, and that while frozen they gave off no current. Later they were placed in a warm spot and gradually thawed out. Then they again fulfilled their function. It is to be remembered, however, that a battery once frozen is never the same again. It will probably do good work, but its strength has been decreased and its life will not be as long.

The Three Great Don'ts.

These, then, are the three don'ts for buying and handling batteries.

Don't buy more than you can sell in one month or six weeks.

Don't let these batteries stand in the sun or any hot spot.

Don't let the battery get frozen.

If dealers and clerks alike keep these three points in mind, all the farmers, the automobile owners and the builders who secure batteries from them will get entire satisfaction, and this profitable business will continue.

GET A NEW VIEWPOINT ON YOUR WORK.

(Continued from page 33.)

then for many to understand the drilling they received almost daily but in after years when conducting establishments of their own they didn't drop all their profits at the clearance counter or tie them up in unsaleable, ill-kept stock.

Again, as stated before, there is the man whose ambition is altogether in the selling end, who is contented in working beneath some other direction and who does his best work when some other attends to the problems of management. To this man the advice of the man of big business is particularly applicable when he said: "Know your goods, know your customers, but first of all know yourself. To know your own limitations and possibilities, that is the first step toward success."

In this day when new lines are being constantly added to the retail store which require special knowledge and when the public are demanding the man who knows at least a little more than they do about the goods they are buying, it can be easily understood how each man must know his goods. By experience he will come to know his customers but it takes more effort than either to follow the latter portion of the advice and know one's limitations and possibilities.

Junior Clerk's Page

Didn't Have the Nerve

The Story of a Man Who Didn't Have the Nerve—Opportunity Comes and Demands a Display of Self-Confidence—The Danger of Falling Into a Rut.

IN the commercial career of almost every man sooner or later there comes a time when he must "travel on his nerve," as the saying is. A man will go along year after year, living a hum-drum life, and suddenly the great opportunity presents itself. Perhaps the things looks so big, the prospects so tempting, that its magnitude frightens, and it is passed by, never to come again, simply because the probable recipient of this favor of fate "didn't have the nerve."

A man of almost fifty years of age, a salesman in one of the big stores in our largest Canadian city, related the following experience which bears out the above statements:

"As you know, I am about fifty years old. I am earning thirty dollars per week, and am likely to earn just that so long as I can keep up my present efficiency. I have been with this firm for twenty-three years, and from present indications will likely be with them for a considerable length of time yet.

When Opportunity Knocked.

"Years ago, if my confidence in myself had been equal to my ability, I could have reasonably expected to be receiving three times my present salary, besides having a rich and varied experience behind me. Opportunity knocked particularly hard one time; in fact, had one foot on the threshold, but I couldn't summon enough courage to step out and meet him half-way.

"When I was thirty-two years old a firm in this same city offered me a position as head salesman of their staff, which even at that time was large. I had received a good training in my particular line, and can say truthfully that I was as good a salesman as could be found in the city. The position which was offered me entailed more or less executive work, and necessitated the handling of the other salesmen to some extent. Financially it was little better at the time than the position I already held, but the opportunities were almost unlimited. I thought the matter over for days. I had my wife and one child, and this naturally caused me to consider well before I acted. Had I been alone in the world I would have had no hesitation, and even to-day there is some crumb of comfort in the thought that I was acting with consideration of others as well as myself.

A Certainty for Uncertainty.

"But as I say, I weighed the matter pro and con, unable to arrive at a decision. The position I held was practically a sure thing, while that which I was contemplating was a gamble to some extent. If I could make it go all right, but if not, I would have to step down and out.

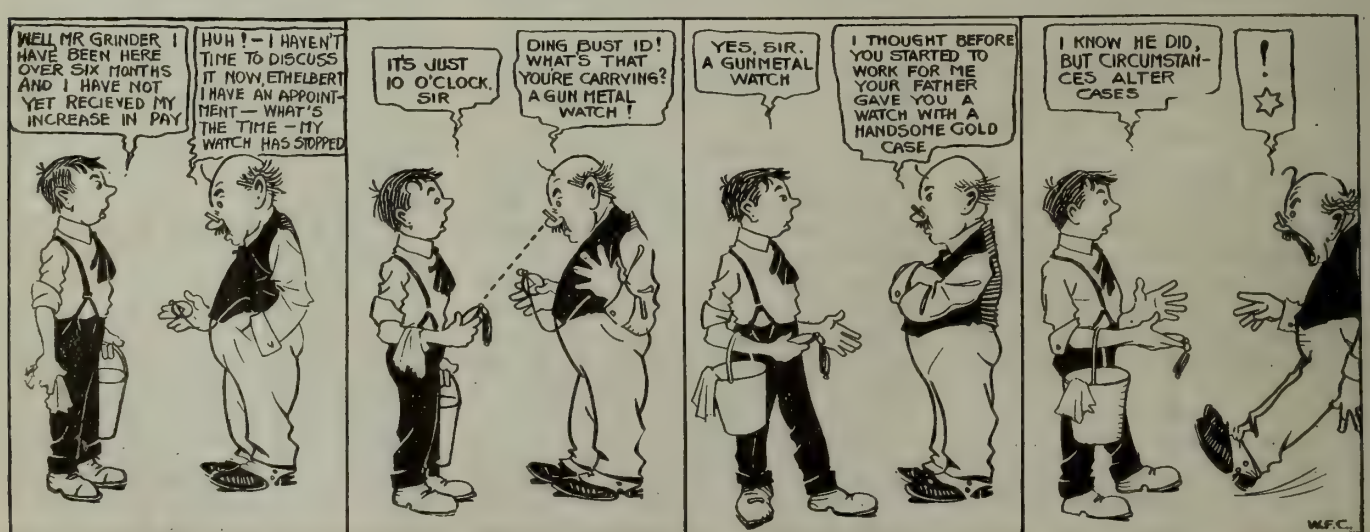
"Finally I went to my employers and laid the case before them, feeling that I might find a solution to my problem there.

"Courteously, but none the less plainly, they told me in effect that I would have to please myself. I knew what I had to deal with, and was best fitted to know what my capabilities were.

"I had half hoped that they would make some offer or intimate some future advancement, but in reality they had practically told me that my presence or absence would not cause any great worry, though they also told me that I was giving every satisfaction. I think it was this that finally decided me. It put a sort of fear into me that made me feel I ought to be thankful that I had anything to do. What I had was a certainty and I decided to turn down the offer that had been made me.

(Continued on page 40.)

No. 8—Ethelbert Evergreen, the Junior Clerk. By Tom Bunt.



New Hardware Goods

Offered Canadian Hardwaremen

NEW PHILADELPHIA MOWERS.

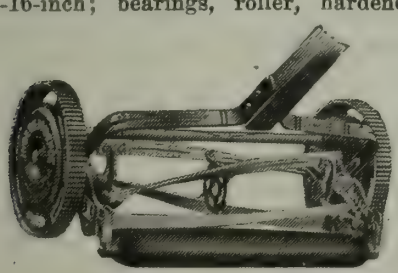
The Philadelphia Lawn Mower Co., Philadelphia, Pa., have placed on the market two new lines of lawn mowers—the Independence, 9-inch wheel, 4 blades, and Overbrook, 8-inch wheel, 4 blades.



Overbrook Lawn Mower.

both roller bearing. The makers claim that roller bearings are superior, because there is a line contact the entire length of the bearing, whereas the ball bearings are a pin point contact, which in time, it is claimed, wears a ridge or gutter in the cone, and the cylinder and dead knives are thrown out of alignment.

The roller bearings are said to wear straight and evenly along their entire surface, and the wear can be easily taken up and the journals kept perfectly true. The specifications of the Independence mower, which is made in 14-16-18-inch, are: Drive wheels, 9 inches; diameter of cylinder, 5¾ inches; number of blades 4; single pinion-geared both sides; journal bearings, 13-16-inch; bearings, roller, hardened, tempered and ground; knives, stationary and spiral, vanadium steel. The specifications of the Overbrook mower are: Drive wheels, 8-inch; diameter of cylinder, 5⅛ inches; number of blades, 4; journal bearings, 13-16-inch; bearings, roller, hardened,



Independence Lawn Mower.

tempered and ground; knives, stationary and spiral; vanadium steel. The machine is made in three sizes, 12-14-16-inch.

VALVE GRINDING COMPOUND.

The Caborundum Company, Niagara Falls, New York, has recently placed upon the market a new combination can of valve grinding compound. The can is 1¾ inches high, having a base 2¼ inches in diameter. It is divided horizontally into two compartments. The upper compartment contains fine compound; the lower, coarse compound. The can may be opened from either top or bottom by means of a countersunk, air-tight friction cover.

Carborundum valve grinding compound is claimed to be a material for valve grinding. It cuts fast and clean, leaving a smooth, uniform surface. The coarse compound is used for roughing in

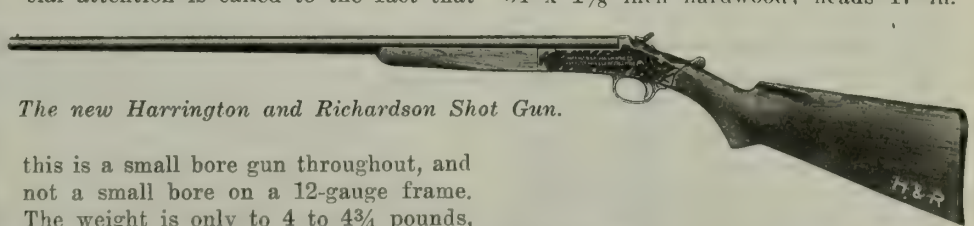


Valve Grinding Compound.

the valve; the fine compound gives the valve seat a perfectly true, polished surface. The can retails for 25 cents.

NEW SMALL BORE SHOTGUN.

A new model shotgun is announced by the Harrington & Richardson Arms Company, Worcester, Mass., adapted among other gauges and calibres to the new .410 shell and the .44 calibre cartridge. Especial attention is called to the fact that

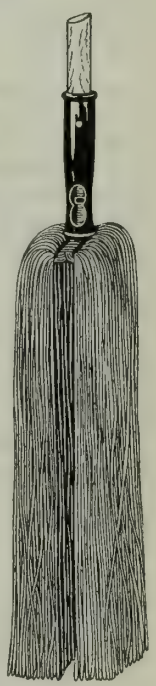


The new Harrington and Richardson Shot Gun.

this is a small bore gun throughout, and not a small bore on a 12-gauge frame. The weight is only to 4 to 4¾ pounds, according to gauge and length of barrel. This new gun, known as Model 1915, is a three-piece gun, that is fitted with a snap fore-end, and the stock of black walnut, with pistol grip, is on new and distinctive lines. This model is made in both automatic and plain extractor styles, and is adapted for black and smokeless powder. The standard lengths of the barrel are: .24-gauge, 28 or 30-inch; .28-gauge, 26 or 28-inch; 45 calibre, 26-inch; .44 calibre, 26-inch; .410 calibre, 26-inch.

THE OHIO MOP.

Tarbox Brothers, Dundas street, Toronto, Ont., manufacturers of mops, dusters, etc., are offering to the trade a new product called the Ohio mop, grey string or Eureka yarn, shown in the accompanying illustration. The makers state that the Ohio style mops are much appreciated because the construction eliminates marring of the base of walls, desks or other furniture or floor. All metal fixtures are completely covered by fabric far back of the working faces. The heads and fillers are complete within themselves—having a bolt with nut that tightens by screwing the handle. This is said to be a very commendable feature because the same handle can be used many times and the necessity of shipping handles with each shipment of mop heads is thus eliminated. The handles are liberal in size and are said to be everlasting. The dimensions are handles, 54 x 1⅛ inch hardwood; heads 17 in. long, 16, 20 and 24 ozs. in weight. Full particulars can be secured by writing to the manufacturer.



The average man is a good bit like a pencil. To make his mark, he not only has to be sharp, but he has to be pushed.

Practical Course for Sheet Metal Workers

Article No. 23 of Series

By CHARLES SEIVERS

IN article and plate 20 we described how the patterns for the branches off a main pipe should be developed, and would that our readers refer to Plate 20 so as to see the relation between the two plates, viz., 20 and 23.

The plate accompanying this article shows the various diagrams necessary to develop the patterns for the holes in the main pipes. It will thus be seen that articles number 20 and 23 show the completed pipe and branch patterns.

In Fig. 1, to develop opening, lay out the portion of pipe as shown by D C E F, the distance between D E and C F being equal to distance between D E and C F on side elevation.

On the circumference of section at O, the spaces between M and N are the points where divisions of branch intersect; measure these spaces with dividers or compasses and set off on D C of main pipe, then draw lines from these points at right angles to D C, joining them to E F.

With the line I X on side elevation as a base to measure from, measure the distance from D C to I X, and set off on main portion of pipe as shown by X I; this gives a corresponding point on pattern from which to set off from. Now measure from the line I X on elevation to outer sides or points 5 on branch (in this case being a square branch, both sides are equal), and set off on both sides of line X I, on line drawn from points numbered 5. Now, measure off distances to the points 4, 3 and 2 and set off from X I in similar manner, the points I and X being on same line on elevation. The intersection on pattern is point required. A line drawn through to the points thus obtained will give outline of opening required.

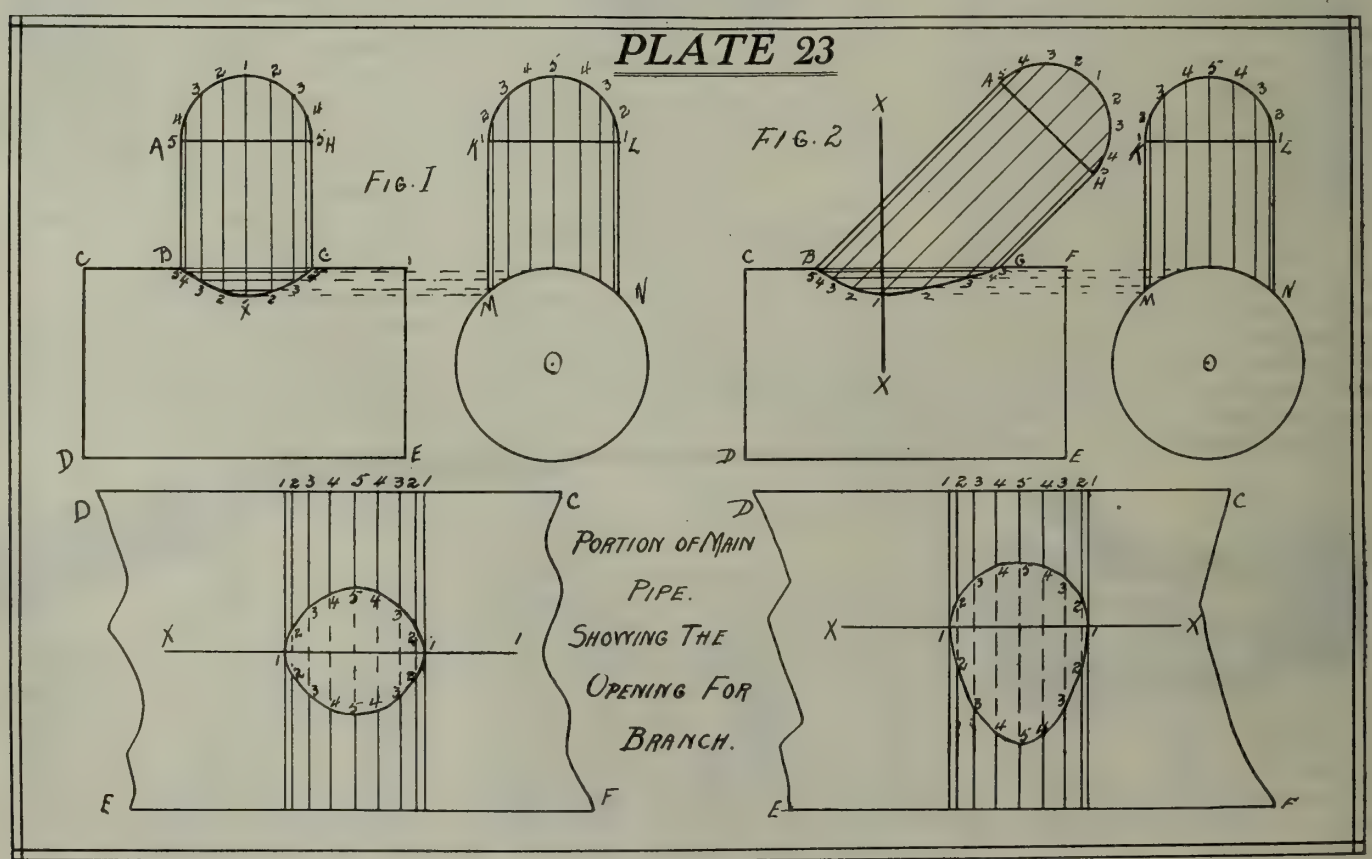
While in this instance the centre line of branch has been used as a base line to work from, the point to keep in view is that while the spaces from M N on section give the points on the circumference, that the divisions from section of branch intersect, and the distance between 5-5 4-4, 3-3, 2-2 and point I at B X G of elevation is the width of the opening at each of these points.

In Fig. 2 the portion of main pipe and the spaces are laid out in same manner as described above. In setting off the distance between points, 5-5, 4-4, 3-3, 2-2 and point 1, we can work from line C D or from line F E, or any line between them drawn parallel to them, as X X.

If the line X X is used, the distance from C D to X X on elevation should be set off to correspond on the pattern, as shown by X X.

Takes New Position.

Peterboro, Ont.—J. C. Birmingham, one of the managers of the Peterborough Hardware Company, is going to leave the city about April 1, for Campbellford, where he has taken an important position with the Dickson Bridge Company, with whom he was connected before coming to Peterborough. During his stay of nearly two years in this city Mr. Birmingham has established a wide circle of friends for himself who will be sorry to see him go, but who will wish him all success.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Business Changes.

Winnipeg, Man.—The hardware stock of estate of Linklater Bros. has been sold to C. Tadman.

Will Build Warehouse.

Welland, Ont.—The Electric Steel and Metals, Ltd., are enlarging their plant by adding a shipping and warehouse department building immediately south of the present works building. The warehouse will be one hundred feet long and thirty feet wide, and will be used exclusively for a storehouse.

To Build Factory.

Hamilton, Ont.—The Dominion Sheet Metal Company, a $300,000 concern, in which Ohio and Indiana bankers are interested, has decided to build a factory here, with a capacity of 15,000 tons a day. It will manufacture galvanized sheets of steel and iron. It will be managed by A. T. Enlow, Oshawa. It will be located in the east end.

In Temporary Quarters

Pembroke, Ont.—For the present time Messrs. Dew and Ryan are occupying a store in the Munro Block. They expect in a very few days to be doing business as usual. They were fortunate in saving part of their building and are able to supply some lines of heavy hardware to their customers. The tinsmith shop is intact.

Ontario Incorporations

McCormack Mfg. & Supply Co., capitalized at $40,000. Head office, Windsor; to carry on business as brass and iron founders, etc.

Ontario Flax Co., Ltd., capitalized at $40,000. Head office, Toronto, Ont.; to cultivate, treat and deal in flax, hemp and other fibres.

Fire Losses

Ottawa, Ont.—The Mulhall Hardware Co., have suffered damage from fire at their Bank street store. The loss is covered by insurance.

Yorkton, Sask.—F. S. Callacott, hardware dealer, has been burned out. The loss is estimated at $50,000, largely covered by insurance. The explosion of a barrel of oil started the fire.

M. A. Searle, hardware merchant of Perdue, Sask. has been unfortunate enough to be visited by fire, his stock and store being very badly damaged. The loss was covered by insurance, and Mr. Searle has already placed orders for a fresh stock and will immediately resume business.

Won City Championship.

London, Ont.—Hockey fans will have to hand it to Capt. Buchanan's McClary hockey club for winning the city hockey title from among the various city organizations, and going through the season with but one game lost chalked against them. Last night they outplayed the St. Andrew's Presbyterian Church, champions of the Church League, in a sudden-death game by 7 to 4, coming from behind and catching the Saints and secured the break of the game in the third period, when both sextets battled for nine minutes without being able to break the tie score.

Better Accommodation.

The problem of improving the hotel accommodation throughout the Province of Quebec was brought up at a meeting of the Montreal Chamber of Commerce by J. H. Paul Saucier, chairman of the Commercial Travellers' Committee. It was urged that steps be taken to have the control of the licensing of the country hotels under the control of the Provincial Government as in Ontario, and that the license be extended for some definite period. The present system of municipal annual control, it was contended, did not offer encouragement for investment in hotel property or improvements.

Dominion Incorporations.

Canada Iron Foundries, Ltd., capitalized at $4,500,000. Head office, Montreal, Que.

Beaver Mica Mining Co., capitalized at $50,000. Head office, Ottawa, Ont.

Canadian Horsehoe Co., Ltd., capitalized at $300,000. Head office, Hamilton, Ont.

The John Goodison Thresher Co., Ltd., capitalized at $1,000,000. Head office, Sarnia, Ont.

J. R. Myers & Sons, Ltd., capitalized at $50,000. Chief place of business, Stratford, Ont.; in the wholesale and retail hardware, plumbing, heating business, etc.

New Firm at Hamilton.

A new industry to be known as the Dominion Sheet Metal Co., Ltd., capitalized at $300,000, will locate at Hamilton to manufacture galvanized sheets, of which there was about 68,000 tons used in Canada last year.

The bulk of the stock in the new company is held by Ohio and Indiana parties, and the new factory will be managed by A. T. Enlow of Oshawa, Ont., who before going to Oshawa two years ago was connected with the Stark Rolling Mill Company and the Berger Mfg. Co. of Canton, Ohio.

A site of 4½ acres has been purchased in the east end of Hamilton and work will be started at once on the buildings. Employment will be given to about 100 people and the annual output at the start will, it is said, be 15,000 tons.

Western Notes.

Wm. Yendall, general manager of the Richards-Wilcox Canadian Co., Ltd., of London, Ont., was in Winnipeg this week on business. Mr. Yendall will go as far west as Edmonton before returning.

P. E. Ross, of Mussen & Ross, Wainwright, Alta., was in Winnipeg on business during the week.

Evidently W. T. Collins of Luvan, Sask., is finding things satisfactory in his locality. Mr. Collins has just been to Winnipeg making arrangements for the shipment of two Hupmobiles which he has sold for cash to some of his customers. Talking over conditions, Mr. Collins stated that last year he gave $4,000 credit, and all but $400 of this has already been completely cleaned up.

Agency in Winnipeg.

The Enterprise Foundry Co., Sackville, N.B., are now represented in Winnipeg by the O-Rib-O Manufacturing Co., 233 Stradbrooke Ave., and the latter firm is carrying a full stock of stoves, ranges, and furnaces for distribution in the Canadian North-west. J. Brockest, President of the O-Rib-O Mfg. Co. has had a very long experience in the stove and furnace business, having for many years been a member of the firm of

Clare & Brockest, from which he recently retired. Since then Mr. Brockest has associated his sons with him in business under the above firm name for the purpose of manufacturing galvanized garages, furnace pipes and fittings and many other lines of sheet metal goods.

They recently completed a fine new building at the above address.

Made-at-Home Window.

St. John, N.B., March 20.—An unusually interesting display was made this week in the hardware store of T. McAvity & Sons, in King street. Much has been said and written in favor of the "Made-in-Canada" movement, and the slogan has become universal throughout the Dominion, but this was a "Made-in-St. John" display, and it presented an appeal of much patriotic and civic interest. The display consisted entirely of articles produced in the company's big work shops and factory here and filled several windows.

In one window was shown a variety of iron body globe and gate valves; another displayed ship pumps of different kinds; in another was seen an exhibit of locomotive mountings, while still another contained an extensive display of brass finishings.

Business Changes.

Wilcox, Sask.—P. H. Tanton, hardware dealer ,has been succeeded by Tanton and Widmore.

Montreal, Que.—Dicatur Bull & Co., have started in business here in metals and shelf hardware.

Nokomis, Sask.—Mason and Durgan have taken over the hardware business of Rollins Bros.

Vancouver, B.C.—Anderson and Warnock, hardware dealers have dissolved partnership and S. H. Warnock will continue the business.

Weyburn, Sask.—D. W. Gallagher and G. Lythgoe, who have been in partnership in the plumbing business, have dissolved. The business will be continued by Mr. Lythgoe, who will vacate the premises now in occupation, having decided to erect a new building immediately alongside the present stand. Mr. Gallagher is not yet prepared to say anything regarding his plans for the future.

Business Has Been Good.

Charlottetown, P. E. I.—The annual meeting of the Rogers Hardware Company took place recently. The annual statement was presented to the shareholders and showed a very satisfactory increase of business over the preceding year. Since the reorganization which took place in November 1911, the volume of business has increased nearly 100 per cent., and notwithstanding the curtailment in business since war was declared every month showed an increase over the same month a year ago. During the past year many improvements have been made in the establishment and extra floor space had to be taken, and the selling and office staff increased.

The prospects of a large business for the ensuing year is assured, as the prices of all farm products will be maintained, and a much larger area of land will be put under cultivation. The following officers were elected:—George J. Rogers, president; Aeneas A. McDonald, K.C., vice-president; John M. Gillis, secretary-treasurer.

To Build Twine Factory.

A report from Calgary under date of March 13 states that with some 375 men in its employ, and with a payroll of some $220,000, The Western Canada Cordage Company, Limited, expects soon to make its appearance. Following the general shareholders meeting in February, at which time directors were elected, the directors got together on Friday and elected their officers as follows; President, E. H. Crandell; vice-president, H. A. Sinnot; second vice-president, J. W. Campbell; secretary-treasurer, C. H. Ley; and Messrs. R. J. Hutshings, T.M. Carlyle, August A. Olsen, Didsbur; Reginald W. Shaw, Millarville, and A. W. Knowles. The plant is expected to have a capacity of 27 tons per day of 10 hours, and will cater principally to the markets of Alberta and Saskatchewan. The greatest part of the raw material will come from the Philippines, Hawaiian Islands, New Zealand and the west coast of Mexico. As binder twine and cordage was imported from the United States last year to the extent of $4,027,309 worth, and as Calgary is ideally located for such an industry the men behind the proposition are confident of success.

AT THE FRONT WITH THE PRINCESS PATS.

(Continued from page 28.)

'Deutschland ueber alles' and on they come." Here he paused to laugh uproariously. We waited for him to proceed but he would tell no more of that charge, apparently thinking that he had told a lengthy and circumstantial tale.

All that has happend has necessarily brought to the fore many acts of pure and unadulterated heroism from totally unsuspected sources. The situation was so prolific of them as it always is amongst any body of men, that a recital of more than a few striking examples would be out of place here, even at the risk of not doing proper justice to many doers of great deeds. Under such a category comes the care of Lance-Corporal Fry, diminutive and boyish, fun-loving and irrepressible who, when the shell fire ceased on that first day, with last deep cannonade from the larger guns, volunteered to go to the support trenches for the badly needed rations and water for his comrades. He stood a moment on the rear parapet, a fair mark, and fell back into the arms of his comrades, mortally wounded. And stretcher-bearer Buller who, exhausted but uncomplaining, called on his last reserve of strength, carried to the rough dressing station, a mile in the rear and under fire in the early stagges of the journey, Capt. Newton who had received his death wound, turned over his charge to the medical officer and then—promtly collapsed in a faint.

And so the Patricia's in quiet faith, born of experience and resting upon the solid foundation of mutual self-confidence, go forward to whatever the future has in store for them, ready to do their "bit" in no spirit of bravado but of willing sacrifice.

DIDN'T HAVE THE NERVE.

(Continued from page 36.)

"Since that time the firm who made the offer have grown enormously. At that time they were conducting a wholesale business in a small way as well as their retail business. Since then the wholesale end has expanded, till it dwarfs the retail side in comparison. After my refusal they brought in a man who proved successful, and on the expansion of their wholesale business was made sales manager at that end and occupies that position to-day.

Short on Self-Reliance.

"Without trying to pat myself on the back, I knew and know now that I could have successfully handled the place. I was strong on ability, but weak on self-reliance. Since then I have had other opportunities, but they never have shaped up as the opportunity.

"Even yet when I think of it, I console myself by thinking I tried to do my best for my family and wouldn't exchange a certainty for an uncertainty. Even at that my wife was favorable to the new venture, and pointed out that she was ready to make sacrifices should events make such necessary. The plain truth of the matter was that I simply didn't have the nerve. Even then I had fallen into a rut and to a certain extent have never risen out of it. I only hope that my own experience will show some other younger man that when the real opportunity comes that is the time to summon all the nerve available and reach out to grasp it. Caution is a mighty good asset, but even that can be pushed too far, and what is needed at times is a generous supply of confidence."

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The improvement in business noted last week has been maintained and the outlook is brighter. Stocks are low and buyers are cautious, but a spirit of confidence in the future will help to stimulate business. The more important price changes this week are in binder twine, galvanized pipe, white lead and linseed oil. Further changes are anticipated on account of the high cost of raw materials. Mixed paints will no doubt advance, also varnishes. Linseed oil has declined, following a break in the flax seed market. The metal prices are firm, the tin market, however, is weaker and unsettled. There is no improvement in the spelter situation. Collections are reported to be improving, but still slow.

MONTREAL.

MONTREAL, March 25.—There has been less activity in the trade so far as price changing is concerned during the past week, and at the same time there has been an improvement in the movement of goods. The latter condition is due to good demand in country districts with the spring weather, and also to the fact that stocks were in that condition where inquiries from the consumer meant orders.

So far as prices are concerned the many readjustments which have been made have cleared the situation to a large extent. There are many lines of shelf goods which will still have to be altered, but these changes will come more slowly, depending upon the action of the manufacturers who may delay until stocks of raw material secured before the war are exhausted. In addition to the changes in the metals, which are a weekly feature, galvanized pipe, rope, and black wire cloth have been advanced. The readjustments in connection with builders' hardware have not yet been effected, and there is evidently some difficulty in getting all manufacturers down to a basis which will agree with the very unsettled state of the market for raw materials.

The following new prices for galvanized W.I. pipe went into effect March 19:

PIPE, STANDARD WROUGHT.

Buttweld.

Size.	Per 100 feet. Black	Galvanized
¼" and ⅜"	$ 2 16	$ 3 18
½"	2 64	3 74
¾"	2 99	4 49
1"	4 42	6 63
1¼"	5 98	8 97
1½"	7 15	10 73
2"	9 62	14 43
2½"	15 21	22 82
3"	19 89	29 84
3½"	23 92	35 88
4"	28 34	42 51

Lapweld.

2"	$ 11 10	$ 15 91
2½"	15 80	23 40
3"	20 66	30 60
3½"	24 84	36 80
4"	29 43	43 60
4½"	36 83	52 07
5"	42 95	60 68
6"	55 68	78 72
7"	76 16	104 72
8"x25 lbs. per ft.	80 00	110 00
8"x28 lbs. per ft.	92 16	126 72
9"	110 40	151 80
10"x32 lbs. per ft.	102 40	140 80
10"x40 lbs. per ft.	131 84	181 28

The Metals.—The metal markets have developed new tendencies during the week, although this is hardly a matter of surprise in view of the ever-changing situation as influenced by factors without precedent which have followed one after the other since the outbreak of the war. Tin shows ease, although the British embargo has created a lot of uncertainty for the time being; lead is strong and advancing; copper is also advancing; spelter continues weak on the recent reaction; and antimony, while quoted higher in the States, is an unknown quantity on account of the uncertainty of the war demand.

Tin.—Prices on the local market show a marked easiness compared with a week ago, and, while the top is still at 60c in some quotations, 50c to 52c is nearer the basis. The old price of 52c is holding in New York for spot, but there is a weakness for futures on the prospect of larger arrivals than had been forecast; futures are completely neglected for the time being. The March squeeze has not developed, as was indicated by conditions a week or so ago, and some of those with spot may find that they have overstayed the market.

Copper.—Copper is very firm at the quotation of 17c, and higher prices are to be expected in view of the fact that the American spot has advanced from $14.85 to $15.25. This feeling of strength seems to be due to the feeling that the passing of the Dardanelles and the taking of Constantinople, together with the prospects of Italy entering the war, indicate that the "beginning of the end" may have been reached. This would mean much for the export copper trade, as it would open the German market.

Solder.—The solder market continues to get firmer and to take a more even basis; thus, while the top remains the same as quoted for the past couple of weeks, the spread is materially reduced. Half-and-half is quoted 26c to 30c, and strictly 28c to 32c.

Spelter.—The market shows little change following the sharp reaction of last week, which indicated that the bottom had fallen out of the situation. So far the prices locally have held to 12½c, but 11c would be nearer the basis in comparison with New York, and a continuance of the lower level there will no doubt bring a decline. New York reports that there is evidently a determined effort to make lower prices for two reasons—for its effect on the ore market and to restore the business of selling to Europe, which lately has been cut off by the excessively high prices which have prevailed. Zinc in casks has been advanced to $14.50, with 50c above for part casks.

Lead.—The market for lead is very firm, although there has been no change in the quotation locally or by the American Trust. New York reports that sellers are shy at even 2½c to 5c premium on the Trust quotations, and the Trust, as usual, declines to quote futures.

Antimony.—Conditions as regards the antimony market are very unstable. On the one hand, the sources of supply are such as to permit of easy manipulation on the part of some of the big dealers, and on the other hand, the consumption is uncertain on account of such a large amount being used in the manufacture of ammunition. However, while the price remains firm locally there has been a considerable advance in the States, and New York now quoted 30c as compared with 27c Montreal.

Sheets.—The new prices which were

put into effect on sheets last week were those arranged by the association, and it is understood that there are quotations somewhat under this basis for substantial orders.

Iron and Steel.—Market is dull in the hardware trade, as it has been for some time. The base for bar iron is $2, and this figure is firm.

Nails and Staples.—The market is steady on the recent advances in both nails and staples. There has been some reaction in spelter, but this has not yet carried the cost of galvanizing below the basis indicated in the recent advances.

Builders' Hardware.—The trade is still considerably at sea with regard to prices for builders' hardware. A general statement that advances would be made has been followed by an evident failure of certain manufacturers to agree upon a basis, with the result that new lists have not been issued following the suspension of the old.

Building Materials.—Although the season is now at hand when activity is normally looked for in building materials, there is little indication of movement as yet, and the dealers are looking for a very quiet season in sympathy with the general conditions prevailing.

Pipe.—While the spelter market is reacting from the top level, manufacturers are revising their prices on galvanized pipe, and the revision is upwards and now downwards. The explanation of this is that the present price of spelter is still considerably above the normal basis, and the increase in pipe comes with the exhaustion of old spelter stocks and the necessity for buying supplies at the new price.

	Per 100 feet galvanized.
¼-in. and ⅜-in.	$3 18
½-in.	3 74
¾-in.	4 49
1-in.	6 66
1¼-in.	8 97
1½-in.	10 73
2-in.	14 43
2½-in.	22 81
3-in.	29 84
3½-in.	35 88
4-in.	42 51

There is an advance on this figure for quantities under 100 feet, similar to that prevailing over the old figures.

Rope and Twine.—New prices have been announced on rope. In the following figure it will be noted that, while the tendency is generally upwards, the quotations for sisal clothes line are lower:

British Manila basis	12½c
Sisal basis	10½c
Double lath yarn	10¼c
Single lath yarn	9¾c
Sisal Clothes Line—	
3-ply, 30 ft.	40c
3-ply, 40 ft.	55c
3-ply, 48 ft.	65c
3-ply, 60 ft.	80c
3-ply, 72 ft.	95c
3-ply, 100 ft.	$1.40
6-ply, 40 ft.	0-90
6-ply, 48 ft.	1.00
6-ply, 60 ft.	1.30
6-ply, 72 ft.	1.55
6-ply, 100 ft.	2.00

Seasonable Goods.—There is beginning to be noted a strong call for lawn tools, cream freezers and other summer lines, which has no doubt been encouraged by the fine spring weather of the last few days.

Wire Cloth.—An advance has been made in the price of painter wire cloth, the quotation being advanced from $1.50 to $1.55 in 100-foot rolls, and from $1.55 to $1.60 for 50-foot rolls.

TORONTO.

TORONTO, March 25.—The improvement noted last week has been maintained and there is a more optimistic feeling in hardware circles. This is due to the advent of spring, for even in normal times trade begins to pick up at this time of the year. Fortunately this spring is no exception to the rule, except perhaps that the volume of business is not as great as in recent years. The city trade has improved to some extent, but is still rather quiet. Prospects for the country trade are more hopeful and business continues to improve in volume. The coming season promises to be a very active one for the farming community and there will be a corresponding demand for those lines required on the farm. There is a fair demand for seasonable lines which will increase as the weather becomes more favorable.

A great many price revisions have already been made because of the higher tariff, but adjustments have not been completed and conditions are still very unsettled on this account. The high ocean freight rates are also having a disturbing effect and causing anxiety among importers. Steps, however, are being taken to relieve the situation as far as is possible under the circumstances. The increase in cost of raw materials, apart from the tariff, is also affecting some lines and further advances may be made on this account. This is especially noticeable in rope and galvanized goods. In the former case, British Manila, African hemp, sisal and lath yarns have all advanced on account of the scarcity and increased cost of raw materials. With regard to galvanized products, the high cost of spelter has caused an advance in galvanized pipe.

New binder twine prices have been announced, but on account of the unsettled conditions in Mexico and shortage of supplies of material both in that country and in the Philippine Islands, a further change in prices may be made later unless the situation improves considerably.

The Metals.—Business is gradually improving, but the demand is light and consumers continue to buy only to cover immediate requirements. There have been no price changes this week, although tin is weaker, having declined in London, although the local market is unchanged. The tin market is very unsettled and prices are nominal. The spelter situation is still demoralized. The antimony market is strong and prices are nominal. Solders are firm but unchanged. Prices will be found in the panel and current market quotations. Aluminum is unchanged at 23½c per pound.

Tin.—A new development in the tin market has been the embargo placed on the export of tin from England by the British Government, except under special license. The market on this account is very unsettled and has declined in London. There has been very little buying and a shortage of tonnage is also affecting the market. Quotations are unchanged and nominal at 58c per pound.

Copper.—Exports to Europe continue very large and the situation is unchanged. Local quotations are firm at 16¾c per pound.

Spelter.—The market continues demoralized and unsettled, as the result of manipulation. There is very little spelter offering locally and prices are nominal at 15c per pound.

Lead.—The market continues strong

NEW DISCOUNTS ON SHOE FINDERS' LIST AND CAPPED GOODS.

The following schedule is supplementary to the new tack quotations which have already appeared in Hardware and Metal:

SHOE FINDERS' LIST.

	%
Shoe tacks, in dozens	45 & 2½
Shoe tacks, 1-lb. packages	60 & 2½
Swedes shoe nails	55 & 5
Soft steel shoe nails	55 & 5
Iron shoe nails	55 & 5
Zinc nails. Prices quoted on application	
Hard steel nails	30
Tempered steel shoe nails	30
Channel nails	65 & 7½
Hungarian nails	30 & 7½
Miners' tacks	20 & 5
Hob nails	30
Zinc shank nails	
Prices quoted on application	
Steel wire shoe rivets	12½ & 5
Brass wire shoe rivets	15 & 7½
Clinch point shoe rivets, steel	12½ & 5
Do., brass	15 & 7½
Steel cobblers' rivets	30 & 10
Brass cobblers rivets	15 & 7½

CAPPED GOODS.

	Net List
Lining tacks, in papers	
Lining tacks, in bulk	15
Saddle nails, in papers	10
Saddle nails, in bulk	15
Tufting buttons 22 line, in dozens only	50
Tin capped trunk nails	20
Zinc glaziers' points	
Prices quoted on application	

and exports to England heavy. Quotations are firm at 50c per pound.

Antimony.—The antimony market is strong on heavy demand with indications pointing to an advance in prices. Quotations are firm at 25c per pound.

Scrap Metals.—The market is dull but prices are holding firm and are given in the current market quotations.

Bar Iron and Steel.—Prices of Pittsburgh steel bars and shapes have advanced and are being quoted at $1.15. Conditions in the trade are much the same as last week, the demand still being comparatively light. Canadian bars are unchanged at $2.05 base.

Pig Iron.—There is nothing of importance to note in the pig iron market. Buying is still hand-to-mouth and prices are unchanged at $19 per ton for Hamilton and Victoria brands.

Lead and Iron Pipe.—The market continues quiet with light demand. Prices of lead pipe are firm at 7½c and for waste pipe 9c net. Quotations on iron pipe are unchanged and are given in the current market quotations. See below for report on galvanized iron pipe.

Wire Nails.—There is only a moderate demand for wire nails, but the price is firm at $2.35 base. Cut nails are quoted at $2.20 base.

Galvanized Sheets.—Prices are very firm on galvanized sheets and are given in the current market quotations.

Sap Buckets.—The maple syrup season is now on and with it a good demand for sap buckets and spouts.

Stoves.—Bookings for oil stoves are fairly good and shipments will commence shortly.

Kitchen Utensils.—There is a fair demand for shelf lines. Prices unchanged.

Galvanized Pipe.—The advance predicted in Hardware and Metal last week has materialized and prices on galvanized pipe are approximately 5 per cent. higher. The advance is due to the increased cost of spelter. The new list is given in panel on accompanying page.

Rope Higher.—The advance in rope anticipated in these columns has been made and the following price changes have been issued. British Manila and African hemp have both advanced 1½c, the new quotations being 12½c and 10¼c per pound, respectively. Sisal and lath yarns have all advanced 1c. Sisal is now quoted at 10½c, single lath yarn 9¾c and double lath yarn 10¼c per pound. There is little improvement in the general situation as regards raw materials, although sisal shipments are moving a little more freely from Mexico. There is still, however, a shortage of supplies of sisal and manila, while in addition ocean freight rates have advanced considerably. With conditions such as prevail at the present time the higher prices were inevitable and, unless the situation improves considerably, further advances are not improbable, especially if business continues to improve.

NEW PRICES FOR WHITE LEAD.

Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine	$9 25	$ 9 40
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Gen'ne	9 95	10 10
C.P. Co. decorat's pure.	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 45	8 60
Ramsay's Pure Lead	8 95	9 10
Ramsay's Exterior	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"	....	10 50
Stephens' H.P.P. (Winnipeg)	....	8 70

Less than ton lots, 30c per cwt. higher.

Binder Twine.—In a panel on page 44 will be found the new binder twine prices which went into effect on March 20. The new prices are lower than those given in the old list which is accounted for by the fact that the new prices are based on cost of materials purchased before the recent advances. Conditions in the fibre market however, may warrant an advance in prices at a later date. The unsettled conditions in Mexico and difficulty in securing supplies of fibre, both from that country and the Philippines, and further, the increase in ocean freight rates, all add to the cost of raw materials. It is anticipated that there will be a heavy demand for binder twine this year owing to the increased acreage. This will have a tendency to stiffen prices of twine.

Plough Lines.—There has been an advance in plough lines of approximately 12 per cent. The new prices are as follows: Russia snap $36.60 and India snap $33 per gross.

LONDON.

LONDON, March 23.—Business here is good this week. Several merchants report last Saturday's business the best in months. Collections are very fair. Nearly all spring booking orders are shipped and sorting orders are larger.

British Manila and African hemp rope have advanced 1½c per lb. The quotations now stand:

Pure Manila	14½c
British Manila	12½c
African hemp	12½c

Shoe thread has again advanced 15 per cent.

Galvanized iron pipe has advanced about 5 per cent. Black pipe remains at the same price. Net prices now stand:

	Black.	Galvanized.
¼	$2.16	$3.18
⅜	2.16	3.18
½	2.64	3.74
¾	2.99	4.49
1	4.42	6.63
1¼	5.98	8.97
1½	7.15	10.73
2	9.62	14.43
2½	15.21	22.82
3	19.89	29.84
3½	23.92	35.88
4	28.34	42.51

There has been no change in the nail situation. Wire nails are still quoted $2.35 base and cut $2.70 base.

Linseed oil is standing at the same figure. Quotations are: 1 to 2 barrels, 84c raw, 87c boiled; 3 to 5 barrels, 83c raw, 86c boiled; 6 to 9 barrels, 82c raw, 85c boiled.

Turpentine quotations are stationary this week. In one-barrel lots they stand at 69c; 2 to 4-barrel lots, 68c; 5-gallon lots, 76c.

A new list has been issued showing a change in the prices on shoe rivets. Both soft steel and clinch points have changed. The new list is as follows:

	18	17	16	15 Ga. & Heav.
Clinch Pt. Steel				
3½/8 and shorter	19	17	15	15c per lb.
4/8 and longer...	17	15	14	14c "
Steel Wire				
3½/8 and shorter	16	14	12	12c "
4/8 and longer...	14	12	11	11c "
Steel Cobblers				
3½/8 and shorter	23	19	16	16c "
4/8 and longer...	21	17	15	15c "

WINNIPEG.

WINNIPEG, March 25.—Business is reported satisfactory. Orders are not as large as in some other years, but they are of better quality on the whole. There seems little risk of any big losses being sustained by any in the trade, all watching credits exceedingly closely.

Again the market is active as far as price quotations are concerned. Many more changes are noted this week—all in an upward direction—and it is very evident that further changes may be looked for before the end of the month or early in April.

Ammunition Up.

Ammunition has been put on a new basis, powder now being quoted at $7.50 per keg. Metallic ammunition also has risen materially, as is shown in the Winnipeg hardware quotations.

Shot, because of an advance in lead, has risen, soft now being quoted at $10 per 100 lb,; chilled at $10.60, buckshot at $10.80, ball $11.20.

Spelter continues very high, and while there is some talk of Government investigation in the States which may exert a restraining influence on this product, lines such as galvanized ware, in which a lot of spelter is used, have had to be advanced.

Galvanized iron pipe is now quoted as follows:

¼ inch	$3.95
⅜ inch	4.05
½ inch	4.70

¾ inch	5.55
1 inch	8.15
1¼ inch	11.00
1½ inch	13.35
2 inch	17.00

Wire to Rise Again.

Barbed wire has not yet been advanced beyond the quotations of last week, but at this very moment wholesalers who have to secure new stock are paying in Fort William an amount which, plus the freight, means that they are turning over the wire at exactly what they are giving for it. There can be only one result, namely, a further advance. The American quotations are already considerably higher, all things considered, than those in Canada. It is difficult to tell when this advance will come. It depends how large are the stocks now held.

Solder Up One Cent.

Tin has advanced 17½c in two months and still further advances are not out of the question. This advance has brought with it an upward movement in solder, which is now quoted at 32 to 33c.

Canada plate is another line put upon a higher basis during the week, being quoted as follows:

Half polish, 6 to 7 inch	$3.80
8 inch	3.95
Full polish, 6 to 7 inch	4.95
8 inch	5.20

The flax situation is causing some uneasiness. Because of the shortness of this crop, prices of oil has advanced very rapidly, being now quoted at 91c for raw and 94c for boiled. It is indicated, moreover, that these may further rise to the $1 mark.

Already those interested are trying to bring farmers to see the advisability of putting in a part of their land in flax. There is such a desire to grow wheat that the crop of flax has fallen off considerably in the last few years. If all the farmers devote their energy to wheat this year, as seems possible, there may be a great scarcity of flax in Canada next year.

Paint Up April 1st.

It has been said from time to time that paint prices are about to advance. It is now definitely learned that this upward movement will take place on the 1st of April. Just what the advances are, however, has not yet been announced by the manufacturers. It seems practically certain that all paint lines will go up, and while glass may not rise immediately, a higher level in that line also may be expected.

The advance in paint is entirely due to the increased cost of the raw materials.

NEW BINDER TWINE PRICES.

	Per lb.
Gold Medal, 650 ft.	$0 12¾
Silver Sheaf, 600 ft.	0 10¼
Green Sheaf, 550 ft.	0 08½
Plymouth Special, 500 ft.	0 08

⅛c per lb. allowance on 5 tons.

¼c per lb. allowance on 10 tons.

Terms: Net November 1st. Delivered at nearest station in lots of 300 lbs. or more.

HARDWARE LETTER BOX



Cocoa Mats.

Fraser Hardware Co., Galt, Ont.—Could you give us the names of firms manufacturing cocoa mats?

Cobourg Matting & Carpet Co., Ltd., Cobourg, Ont.; Thomas Bros., St. Thomas, Ont.—Editor.

Method of Soldering Aluminumware.

A. R. Wright, Port Burwell, Ont.—"Will you kindly inform me the correct way of soldering aluminumware?"

The necessary articles for doing this are a blow-pipe and aluminum solder, and the method used is the same as employed in soldering tin, only instead of using a soldering iron a piece of steel is used, as it is much harder and smooths the solder better. The aluminum solder for doing this may be obtained from the British Aluminum Co. of Canada, Ltd., Toronto, Ont.—Editor.

Chees Factory Presses and Outfits.

The Johnson Hardware Co., Fort Francis, Ont.—"Kindly give us the names of manufacturers of Cheese Factory Outfits and Presses."

C. Richardson & Co., St. Mary's, Ont.; The Jas Smart Mfg. Co., Ltd., Brockville, Ont.; Bertrand, La Cie Limited, St. Hyacinthe, Que.; T. McQuat & Son, Lachute Mills, Que.; James & Reid, Perth, Ont.; St. Lawrence Dairy Supply Co., Montreal, Que.—Editor.

Water Coolers.

The Plaunt Hardware Co., Ottawa, Ont.—"Kindly inform us if there is a Canadian-made water cooler similar to the 20th Century."

Hungerford, Smith Co., Ltd., Toronto, Ont.; Perfection Cooler Co., Ltd., Toronto, Ont.—Editor.

SAP IS RUNNING

The annual harvest of sap has commenced throughout the Province of Quebec, and with the favorable weather which has prevailed this week, with bright sunshine and sharp frosty nights, is already well under way and the toothsome products of syrup and sugar will soon be on the market in ample quantities.

Conditions indicate that there will be a good run and the harvest is expected to be a good one, although operations will be hampered to some extent through the fact that there is comparatively little snow in some localities.

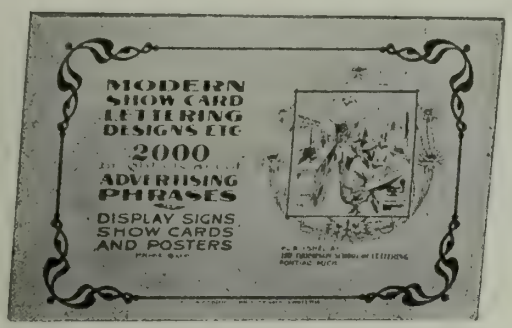


Top row—A. Marshall (President), F. Durnan (Trainer), F. Walsh (Manager), F. Vine (Secretary-Treasurer). Middle row—C. Reddick, A. Pettigrew, L. McKellar, F. Longworth, R. Rogers, S. Clarke (Captain). Bottom row—H. McCauley, H. Parry (Mascot), R. Palmer.

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It has floors to varnish and walls to finish. Its owner is a logical customer. Then make sure of **satisfaction** to your customer and profit to your **customer** and **profit** to **yourself** by handling Berry Brothers' products—for 57 years the universal choice of Home Owners, Architects, Builders and Decorators everywhere.

We can supply anything your customers require—but the following products should always be carried by the trade —they are finishes for which there is a constant demand:

Liquid Granite—A floor varnish as lasting and durable as its name suggests.

Luxeberry White Enamel—Unequalled for white interior finishing. Whitest white—stays white.

Write for our Dealer Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

Walkerville, Ont.

Weekly Paint Markets

MONTREAL.

MONTREAL, March 25.—With a further advance in the price of white lead, with linseed oil at a high level and with a shortage of colors which means higher prices when they can be replaced at all, there is more definite talk amongst the manufacturers as to an advance in prices for mixed paints. Hardware and Metal is in a position to state that not only are higher prices logically necessary under the circumstances, but that they have been practically decided upon. A prediction was made when the tariff changes were made, that there would be higher prices about the 1st of May, and the present indications are that an advance will go into effect about that time or during the month of April. The prices which are being charged to-day are too low in comparison with the cost of materials, but they have been maintained for the spring booking because some of the business had already been placed at that time and manufacturers had their supplies assured on stocks of materials in hand.

Linseed Oil.—The oil market has reacted sharply after the advance noted last week, although it has not sunk to the level noted before the recent activity. The quotation of the crushers is 74c and 76½c, as compared with 82c and 84½c last week, a reduction of 8c. The top of the market has declined about 5c, and there is still a big range in prices. Quotations follow:

	Raw.		Boiled.	
1 to 2 bbls.	74c	82c	76½c	85c
3 to 5 bbls.	73c	81c	75½c	84c
6 to 9 bbls.	72c	80c	74½c	83c
10 bbls. & over	71c	79c	73½c	82c

5-gal. cans, 50c each; 10-gal. cans, 75c each.

Glass.—New prices on glass have not yet been announced and the trade continues to be unsettled as to the change. On the one hand there is an actual increase of costs; on the other, a slow demand and stocks secured before the tariff advance was made.

Gasoline and Benzine.—There is a somewhat better demand for gasoline, owing to improved motor traffic and oil consumption is a little lighter with the longer days and the weather still not warm enough to encourage the use of oil stoves. Prices are unchanged, gasoline being quoted at 15c in drums and 14½c tank wagon.

Turpentine.—There is little change in the turpentine situation, although prices are inclined to be a trifle easier. Quotations are not at all steady and show a considerable spread as between the different dealers; refiners' quotation is 66c.

	Per gal.
½-bbl. lots	69c-71c
1-bbl. lots	66c-68c
2 to 4-bbl. lots	65c-67c
5 to 10-bbl. lots	64c-66c

Lead and Zinc.—Further strength in the market for pig lead, with rising price, has resulted in white lead being advanced an additional 25c, the basis now being $8.95 in ton lots and $9.29 in less than ton lots. This compares with a basis of $8.40 for ton lots at the outbreak of the war, and is only one indication of the necessity for a readjustment of mixed paint prices. Even at the recent advance the market is very firm and the tendency is towards still higher levels. Zinc is very firm, and where quotations have not been withdrawn altogether there is a further advance of about 1c; however, the volume of business in this commodity is very small.

TORONTO.

TORONTO, March 25.—The approach of milder weather is having a beneficial effect in the paint trade. The city business is beginning to move and more orders are coming in from factories. The country trade continues to improve, and is assuming satisfactory proportions. A better demand for white lead and mixed paints is reported. White lead has advanced 25c per cwt. this week, and indications point to a sharp advance in other lines in the near future. Nearly all raw materials are increasing in price, in many cases irrespective of the tariff, and the advance in ocean freight rates has to be taken into consideration on some imported materials. There is a scarcity of certain dyes and chemicals, especially those formerly imported from Germany; this will affect dry colors, principally blues and reds. An advance in dry colors is, therefore, anticipated. Varnishes will no doubt advance, as gums and imported oils have increased in cost; while mixed paints can hardly remain on the present prices owing to high cost of materials. Turpentine is firm, but linseed oil has declined 4 cents owing to a break in the flax seed market. Glass is unchanged, and there is a possibility of the present prices being adhered to, at least for a time. Putty is unchanged, but may advance any time. Gasoline is moving more freely. Collections are showing some improvement, but are still slow.

Linseed Oil.—The market is unsettled, and owing to a break in the flax seed market during the week, oil has declined 4c. There is hardly any business being done, as stocks of cheaper oil are still on hand, and consumers are reluctant to buy at the present figures. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	80	83
3 to 5 bbls.	79	82
6 to 9 bbls.	78	81

Turpentine.—The situation is practically the same as last week. Heavy shipments from Savannah to England continue, with the result that stocks of turpentine are becoming depleted. Locally the demand is light, but prices are very firm. The following prices are being noted in Toronto: Single barrels, 69c; 2 to 4 barrels, 68c; and 5-gallon lots, 76c per Imperial gallon.

White Lead.—An advance of 25c per 100 lbs. in white lead has to be noted this week. The new prices are given in panel on page 43.

Dry Colors.—Sharp advances in some lines may be expected shortly. There is a scarcity of some kinds of dyes and chemicals, especially those formerly imported from Germany. In addition, the increase in freight rates will affect those colors imported from England. The higher tariff has also to be taken into consideration.

Glass.—It has been expected that glass would advance, but present indications point to the present prices being adhered to, at least for the time being. Stocks are fairly heavy, considering the light demand, and jobbers are waiting to see what action, if any, the manufacturers may take with regard to prices.

Putty.—The market is quiet. Higher prices are expected, but nothing has been done in this regard at present.

The People Are Responding

There is a magnificent response all over the country to the "Made-in-Canada" Slogan.

Never before was there such an intelligent grasp of a National situation as to-day.

Patriotic sentiment is manifesting itself in the greater practical interest which Canadian people are taking in the manufactures of their own country. In their purchases they are giving Canadian products the preference.

The merchants of this country, too—the mediums through which Made-in-Canada products are transmitted to the consumer—are also doing their part, and a most important part it is. The recommendation of the "Man behind the Counter" is perhaps the most potent of all the factors in the Made-in-Canada movement.

And to those who are helping in this work we say—

Handle the Always-Canadian paint, B-H "English" Paint—the home paint with the stated and guaranteed formula. The only paint containing Brandram's B. B. White Lead, and of that, always and in all tints and white, the full 70%—the remaining 30% of the base being Pure White Zinc.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5; Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and "Crown" Black Powder, 30 and 10%; "Sovereign" Bulk Smokeless Powder, 30 and 10%; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Canuck Smokeless, 35%. Empty Shells, 30 and 10%. 90 days net. Remington, 25, 10, 5%; Nitro Club, 25, 7½%; America, 30, 10, 10%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz.	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz.	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal...0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb

Springs, sheets, up to 20 gauge 0 33
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE. Per doz.

No. 0, ⅝ inch rim, 16x22	4 25
No. 1, ⅝ inch rim, 18x24	4 75
No. 2, ⅝ inch rim, 18x28	5 25
No. 3, ⅝ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x30 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash). Per doz.

Pony	1 20
Crown	2 05
Dandy	2 25
Improved Globe	2 35
Standard Globe	2 45
Neptune	2 45
Original Globe	2 75
Newmarket King	2 75
Jubilee	2 75
Victor (Glass)	3 50
Diamond King (Glass)	3 75
Western King (Enamel)	3 50
Reaver (Brass)	3 50

BRUSHES.

Weighted, 15 lb., per doz.	14 70
Weighted, 20 lb., per doz.	19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English	17 00	21 00
Fire Brick, Am., low	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, Am., net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $8.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping. Per case.

4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER. Montreal Toronto

Casting ingot, see weekly report		
Bars, ½ to 2 in.	25 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	23 00	29 50
Copper sheet, tinned 14x60, 14 oz.	25 50	30 50
Copper sheet, planished, 14x60 base	31 00	37 50
Braziers' in sheets, 6x4 base	26 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets	3 10
All bright, 52 sheets	4 25

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
60	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous— Per box

I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 25
I X X X, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

I C, 14x20 base	5 25
I X, 14x20 base	6 25
I X X, 14x20 base	7 25
I X X X, 14x20 base	9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base	5 60
I X, 14x20 base	6 00
I X X, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 75
20x28, double box	9 25

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS. 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 30 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



EVERY SALE OF

Jamieson's

PURE PREPARED PAINTS AND VARNISHES

Is Seed for Re-orders

Our products are made of only the finest materials, and our long experience guarantees a maximum of uniformity.

They have stood the test of time and the large annual increase in demand proves their popularity.

WHY NOT GET IN ON THIS BIG SELLER? **Drop us a card for proposition for the exclusive agency of your district.**

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single	
7 oz. ..	0 15¾	6 oz. ..	0 11½
8 oz. ..	0 17½	7 oz. ..	0 13
9 oz. ..	0 19¾	8 oz. ..	0 14½
10 oz. ..	0 21¾	9 oz. ..	0 16¼
12 oz. ..	0 22¼	10 oz. ..	0 18
15 oz. ..	0 32¾	12 oz. ..	0 21½
		15 oz. ..	0 26

Standard, Single Filled, 36-inch.

7 oz.	0 17	10 oz.	0 23½
8 oz.	0 19	12 oz.	0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL)

⅜-in., $9.00; 7-16 in., $10.20; ½-in., $11.40; 9-16 in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—	
Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges. 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20

single ladders; sort nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	11 00
Banner Junior	12 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's

1369x12, Boxwood	4 80
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 60
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

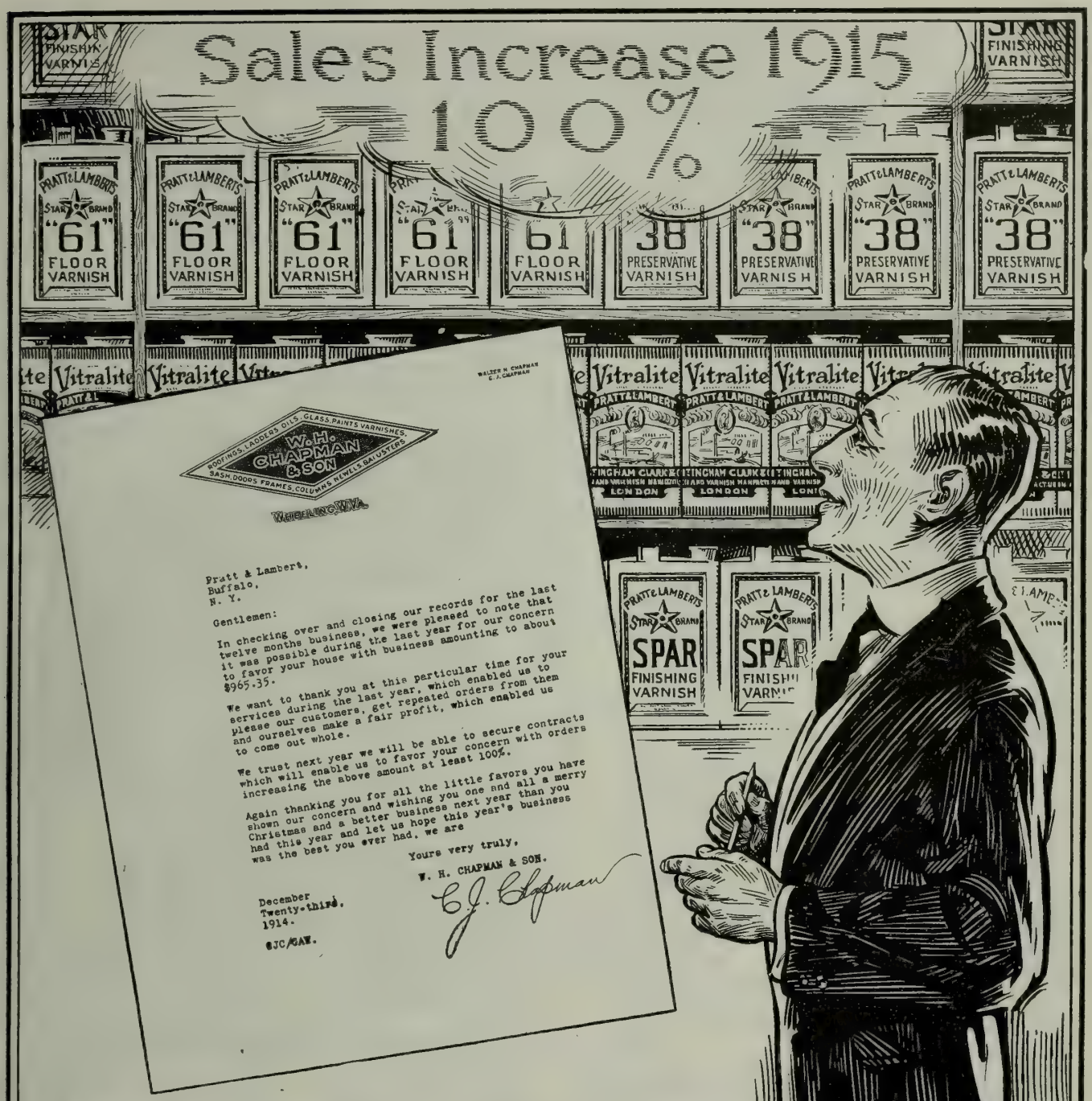
Russia snap, per gross	33 00
Indian snap, per gross	27 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.



Do You Look Forward To 100% Increase In Varnish Sales This Year?

BASING his judgment on past experience, C. J. Chapman expects 100% increase in his sales on Pratt & Lambert Varnishes this year. Read Mr. Chapman's letter. Can you feel and talk the same way about the line of varnishes you carry? P & L Dealers expect big things and do big things, because there are big selling plans behind the P & L Varnishes on their shelves.

Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12. 3⅜ 2 45
Less 10 per cent.

NETTING, POULTRY.
45% off.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English)..... 7 00
U.S. Navy (English) 6 75
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 8½c lb.
Brass, light, 6½c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 11½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 85
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.
Size Black Galvanized
¼" and ⅜" ....$ 2 16 $ 3 18
½" 2 64 3 74
¾" 2 99 4 49
1" 4 42 6 63
1¼" 5 98 8 97
1½" 7 15 10 73
2" 9 62 14 43
2½" 15 21 22 82
3" 19 89 29 84
3½" 23 92 35 88
4" 28 34 42 51
Lapweld.
2" .....$ 11 10 $ 15 91
2½" 15 80 23 40
3" 20 66 30 60
3½" 24 84 36 80
4" 29 43 43 60
4½" 36 83 52 07
5" 42 95 60 68
6" 55 68 78 72
7" 76 16 104 72
8"x25 lbs. per ft. 80 00 110 00
8"x28 lbs. per ft. 92 16 126 72
9" 110 40 151 80
10"x32 lbs. p. ft. 102 40 140 80
10"x40 lbs. p. ft. 131 84 181 28

PIPE (LEAD).
Lead pipe, 7½c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Baker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 17 50
Ever-ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 80
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 11
Sisal basis 10½
Double lath yarn basis ... 10¼
Single lath yarn basis 9¾
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Jute rope basis 11½
Italian rope basis 25
Basis (⅜" dia. and larger).
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 96
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(53½).. 4 10
No. 1375—3 ft. ...(66½).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½. 10 per cent.
Wood, R.H., bright, 80, 10, 7½. 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.
Wood, F.H., brass ... 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened ... 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. ...$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

SHEETS (BLACK)
Montreal Toronto
10 gauge 2 90 2 90
12 gauge 2 90 2 90
14 gauge 2 75 2 75
16 gauge 2 75 2 75
18-20 gauge 2 75 2 65
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 5 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. Queen's Fleur- Gorha's
gauge Head de-Lis best best
16-20 .. 3 90 3 65 3 90
22-24 .. 4 10 3 75 4 10
26 ..... 4 35 4 10 4 35
28 ..... 4 60 4 30 4 60
Colborne Crown — 16-20 gauge $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand. Montreal
14 gauge 3 40
16 gauge 3 40
18-20 gauge 3 60
22-24 gauge 3 70
26 gauge 3 80
28 gauge 4 30
10¾ ozs. 4 50

THE WHITE MOP WRINGER

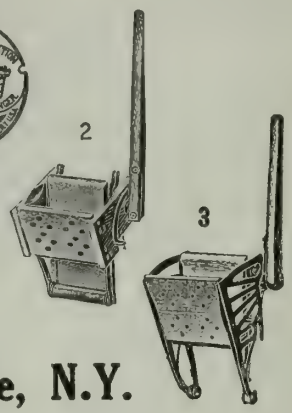


always bears this trade-mark

LOOK FOR IT.

Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen. The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff St. New York City

Scale Makers Since 1835

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM—

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for **Washboards, Pails and Tubs.** "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

The Wm. Cane & Sons Co., Ltd.

NEWMARKET ONTARIO

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	4-
Socket sc'ps.	50 and 5		45 and 5
Drain. tools	60	60	
Scoops	50 and 5		45 and 5

Hollow backs and sand. 60 45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING.
Acme 0 25
Commercial 0 27
Easy 0 27
Star Extra 0 28½
Strictly standard wiping 0 29

SPELTER.
See weekly report.

STAPLES.
100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25
Poultry netting, 100 lbs.... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes.. 2 90
Galv'zed Fence, 100-lb. kegs 3 00
Galv'zed fence, 25-lb. boxes. 3 25
Cooper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
to ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4 passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Samson, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder).
650 ft., per lb. 0 13½
600 ft., per lb. 0 11
550 ft., per lb. 0 09¾
500 ft., per lb. 0 09¼
5 ton lots, ¼c per lb. allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton	5-lb.
4-ply	0 21½
3-ply	0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 0, doz.	5 32
No. 1 doz.	7 13
No. 2, doz.	7 76
No. 3, doz.	8 86

	Per nest.
Nests of 3—0, 1 and 2.....$2 35	
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3....	2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots. 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2 50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 80c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.50 per 100 sq. ft.; in 50-ft. rolls $1.55 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).	Per cwt.	
Barb		2 75
No. 9, coil spring		2 70
No. 9, plain galvanized ...		2 65
No. 12, plain galvanized ..		2 80
No. 13, plain galvanized ..		2 90
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 16	3 50

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., dos.	45 25
Eze, 11 in., per dos.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled 1041F	72 60
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 75
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	13 50	15 00
Part cask 14 00		15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

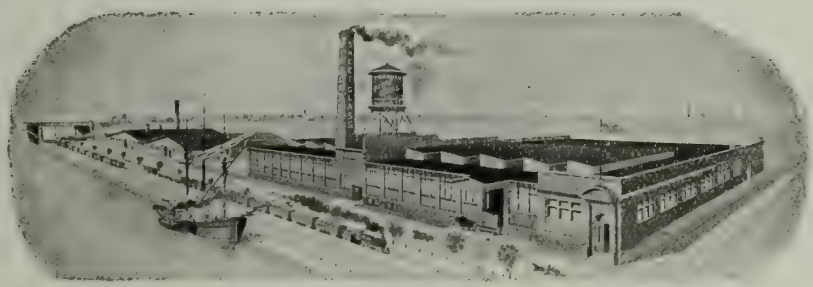
"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY).	Per lb.
Raw Umber 100 lb. keg..	0 10
Burnt Umber, 100 lb.	0 10
Raw Sienna, 100 lb. kegs..	0 10
Burnt Sienna, 100-lb. kgs..	0 10
Imperial green, 100 lb kegs	0 12
Italian red, 100 lb. kegs..	0 04½
Brunswick green, 100-lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 19
Vermillion, English, bags	1 25
Venetian red, best bright.	0 02
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 12
Golden ochre, 100 lb. kegs	0 04
nite ochre, barrels	0 04
Yellow ochre, barrels	0 01¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel B.B. 1 65	

GLUE.	Per lb.
French medal	0 15
English common sheet ...	0 12
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 10
Hide, 112-lb. bags	0 15
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 13
Extra	0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 00	$ 9 15
"Anchor," pure	8 70	8 85
Green Seal	8 70	8 85
Brandram's B.B. Genuine 9	70	9 85
C.P. Co. decorat's pu.	8 70	8 85
Crown and Anchor, pure	8 90	9 05
Decor'or's Pure (Wpg)		8 60
Moore's Pure White Lead	8 70	8 85
Painter's Perfect	8 20	8 35
Ramsay's Pure Lead..	8 70	8 85
Ramsay's Exterior ...	8 40	8 55
Tiger Pure	8 70	8 85
"James Genuine"	10	50
Stephens' H. P. P. (Winnipeg)	8	70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).		
Genuine, 560-pound casks, per cwt. ...	6 50	6 38
Genuine, 100-pound kegs, per cwt. ...	6 75	6 75
No. 1 casks, per 100 lbs.	6 25	6 25
Less quantity		8 50

LEAD, ARSENATE OF.	
1 lb. pkgs., 100 lb. lots..	$19 50
2 lb. pkgs., per 100 lbs..	19 50
5 lb. pkgs., per 100 lbs..	15 50
25 lb. pkgs., per 100 lbs..	14 50
100 lb. pkgs., per 100 lbs..	13 25
200 lb. kegs, per 100 lbs...	13 10
300 lb. pkgs., per 100 lbs..	13 00
600 lb. casks, per 100 lbs..	12 50

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon In qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100% pure.	2 00
Senour's floor paints	1 60
Jamieson's Crown and Anchor brand	1 60
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color.....	2 00

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	18	18¾
250-lb. casks	18¼	19
100-lb. drums	19¼	20
50-lb. drums	19¼	20
25-lb. drums	19½	20¼
1-lb. pack., 100 case.	21½	22¼
½-lb. pack., 100 case	23½	24¼
1-lb. tins, 100 case ..	22¼	23¼
½-lb. tins, 100 case.. ..		25¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks...	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PRIMER.	Gal.
Luxeberry Primer $2 25	

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange. 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls.	See weekly report.	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. $3 00	

STAINS.	Gal.
Oil, & Spirit, Berry Bros...	$2.50
Water Stains, Berry Bros.	1.25
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans ...	1.15

VARNISHES.

	Per gal. cans
Liquid Granite .....$	3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap...	1 05
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H., Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Mattine floor finish	3 00
Stovepipe varnish, ½ pints, gross	9 00
Pure white shellac varnish	2 00
Pure orange shellac varnish	1 90
No. 1 orange shellac varnish	1 75
Kyanize floor finish	3 25
Kyanize cabinet rubbing ..	3 25
Kyanize spar	4 25
Kyanize stains	3 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).	
Cream	0 13
White	0 12

WASTE, WHITE WIPING.	
XXX Extra	0 10¾
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.	
Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06¾
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.	
Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.	
Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX.	Per lb
C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38

WHITING.	
Plain, in bbls.	0 90
Gilders, bolted, in bbls...	1 00

ZINC (DRY).	
Extra Red Seal, V.M..	13 -14
No. 1 Red Seal.....	12½-13½

ZINC IN OIL.	
Pure, in 25-lb. irons 14-	15
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7- 8
Pure in Darmar Varnish.	0 25

Send Us Your Sorting Orders For Heavy Hardware—

Advantages of dealing with us—

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will arrange wherever possible to include your order with carload lots, thus giving you the advantage of lower freight rate.

We follow each order through to its destination through our own tracing department, insuring delivery of goods as quickly as possible.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

GIVE THIS NEW SERVICE A TRIAL.

Our New Warehouse Department is well stocked with all sizes, and we can make immediate delivery on large or small orders for

Bars	**Sheets**	**Plates**	**Rivets**
Angles	**Tees**	**Bolts**	**Nuts**
Spikes	**Turnbuckles**	**Rails**	**Tubes**

We offer you both price and service equal, or even better, than can be obtained elsewhere. Try out our service. Send us a copy of the first inquiry you send out to the trade. Get our quotations.

We will be glad to send you our Stock list Monthly, it's Free.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

Like Every *SHERWIN-WILLIAMS* Product—

S-W advertising produces the right results.

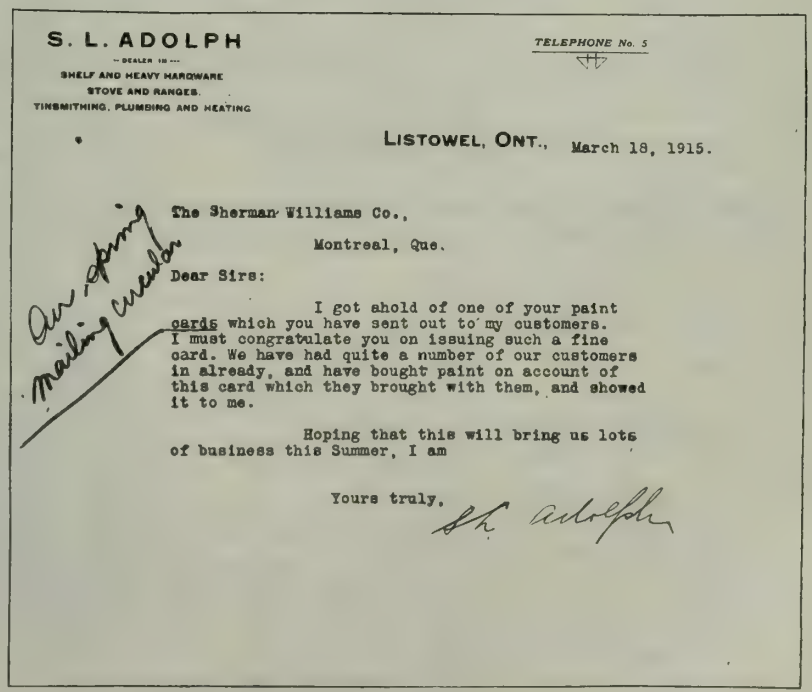
SHERWIN-WILLIAMS

agents have behind them the strongest and most extensive advertising in the paint and varnish field.

It is a force that is easier and more profitable to work with than against.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
MANUFACTURERS OF INSECTICIDES
Offices and Warehouses:
Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N. S., London, Eng.



S. L. ADOLPH
— DEALER IN —
SHELF AND HEAVY HARDWARE
STOVE AND RANGES.
TINSMITHING, PLUMBING AND HEATING

TELEPHONE No. 5

LISTOWEL, ONT., March 18, 1915.

Our Spring Mailing circular

The Sherman Williams Co.,
Montreal, Que.

Dear Sirs:

I got ahold of one of your paint cards which you have sent out to my customers. I must congratulate you on issuing such a fine card. We have had quite a number of our customers in already, and have bought paint on account of this card which they brought with them, and showed it to me.

Hoping that this will bring us lots of business this Summer, I am

Yours truly,
S L Adolph

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg $7 60

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40%; common, 70%.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50

LEAD PIPE.
$7.50 coil; less coil, $8 cwt.

LEAD WASTE.
$8 to $8.50 per cwt.

LINSEED OIL.
Raw, per gal., 91c; boiled, per gal., 94c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.
Rim knot lock No. 600, $1.60 per dozen.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 40%.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Gal. Tin vanized
½ gal., dome top....$2 10	$3 04
1 gal., dome top.... 2 55	3 42
2 gal., dome top.... 3 97	4 55
3 gal., dome top....5 10	7 35
5 gal., dome top....6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 21¼c; 1-lb. pkgs. (case lots), 23½c; ½-lb. pkgs. (case lots), 25½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.95; ⅜, $4.05; ½, $4.70; ¾, $5.55; 1 inch, $8.15; 1¼, $11; 1½, $13.35; 2, $17.80.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.75; ½ inch, $3.35; ¾ inch, $3.95; 1 inch, $5.80; 1¼ inch, $7.85; 2 inch, $12.60; 2½ inch, $20.20; 3 inch, $26.40; 3½ inch, $31.75; 4 inch, $37.60; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $66.40.

PLASTER. Paris, per bbl., $3.25

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 10½c base; pure Manila, 16c base; British Manila, 12c base; lath yarn, 9¾ base.
Tarred Marline Hanks, per lb., 26c.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.60; buckshot, $10.80; ball, $11.20.

SHEET ZINC.
Cask, lots. 13¼c; small lots, 13½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16 $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 50
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.

TURPENTINE.
Per gal., barrel lots, 75c.

VARNISHES.

Per gal. cans
Carriage No. 1 ..... 1 75
Elastic Oak 1 90
Furniture No. 1 ..... 1 00
Gold size Japan 2 25
Turps, brown Japan 1 00
Crystal Damar 2 50
Oilcloth 2 25

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 6c

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, ton lots, $9.45; less than ton lots, $9.75.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.10; Winnipeg, $2.45; Glidden 2-point, Fort William, $1.92; Winnipeg, $2.25; Baker 2-point, Fort William, $1.90; Winnipeg, $2.22; Alberta 2-point, Fort William, $1.80; Winnipeg, $2.08; American special 2-point, Fort William, $3.05; Winnipeg, $3.45; plain twist, per 100 lbs., Fort William, $1.50; Winnipeg, $1.75; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.40; Winnipeg, $2.80; No. 12 (coiled), Fort William, $2.55; Winnipeg, $2.95; plain galvanized wire, No. 9 (plain), Fort William, $2.35; Winnipeg, $2.75; No. 12 (plain), Fort William, $2.50; Winnipeg $2.90.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRENCHES.
Stillson, 65 and 5% off.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

CONCENTRATION

of

CAPITAL, ENERGY and ORGANIZATION

Enables us to give our customers, irrespective of their location, a complete service conducted under one roof by the most efficient staff that can be assembled.

To-day, as never before, the merchant who buys Service with his Goods is the one who is progressing; therefore if you want Merchandise plus Service why not mail your orders to the House that supplies both?

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

One Policy to All

"SERVICE FIRST"



"The Big Winnipeg House"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

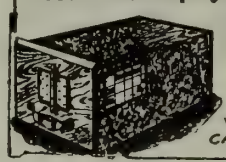
HENRY P. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.


Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.
James & Reid
Sole Manufacturers
Perth, Ont.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

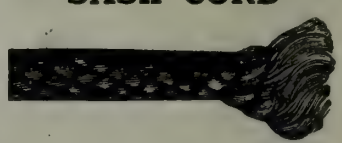
MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
THE KYLE MALLEABLE CASTINGS CO.
MERRICKVILLE, ONT.

HERCULES
SASH CORD

THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

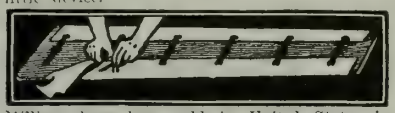
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Stop all ironing board troubles by using this little device.



Millions have been sold in United States in past few years. Good mail order proposition. Article easy and cheap to make. Canadian Patent for sale.
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A want ad. in this paper will bring replies from all parts of Canada.

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Reputation gained by long years of vigorous, conscientious and successful work.

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Manufacturers of

FERRONA PIG IRON

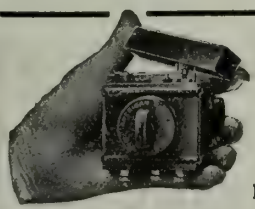
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are unequalled for cutting and wearing qualities.



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The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.
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Exclusive Factory Agent TORONTO



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The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'
KNIFE POLISH

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Manufacturers of
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Wellington Mills, London, England

Readers of Hardware and Metal Let Us Know Your Wants

Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

Don't hesitate to write us. As a subscriber of Hardware and Metal you are entitled to this service.

A Straight Talk from the Advertising Manager

NOT long ago, a hardware merchant in Eastern Ontario told one of our representatives why he regarded the advertisements in Hardware and Metal as the most valuable department of the paper.

"Just to give you one instance," said he, "I noticed an advertisement a while ago, of a line that particularly interested me. I applied for the local agency, secured it, and almost immediately made $100 profit from it. And to think that Hardware and Metal's subscription price is only $2 per year!"

There are similar opportunities **in every issue** of Hardware and Metal. If you fail to investigate the advertising pages of this number, or any other number of Hardware and Metal, you are passing up great possibilities for profit.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

FOR SALE—A SIX-FOOT BRAKE, A TIN groover; $30.00 takes them both. J. McIntyre, Whitby, Ont. (14)

FOR SALE—GOOD HARDWARE BUSINESS, "Sunny Alberta." Stock and fixtures $8,400.00. Rent building. Write for particulars, Box 175, Hardware & Metal, Toronto. (16)

WE HAVE A QUANTITY OF GALVANIZED iron sheets, slightly stained by fresh water, in Nos. 18, 20, 22 and 24 gauges, 8 and 10 feet long, which we are selling cheap. Write for prices. Wheeler & Bain, Toronto. (13)

FOR SALE — HARDWARE BUSINESS IN Western Canada; well established; stock in good condition. Good reason for selling. For particulars apply Box 174, Hardware and Metal. (15)

FOR SALE — SECOND-HAND McCASKEY Register, in perfect condition. Having placed my business on cash basis, have no use for same. My highest recommendation goes with it. Write Box 176, Hardware & Metal, Toronto. (13)

GOOD, LIVE HARDWARE BUSINESS FOR sale on one of best streets in Toronto. Stock and fixtures around five thousand dollars. Owner has other interests to look after. Apply Box 173, Hardware and Metal. (13)

STEEL STACK (SECOND HAND) FOR SALE by large, reliable manufacturer; diameter 27", height 36', lower half ¼" thick, upper half 3-16" thick. Has had one year's usage and is in first-class condition. Address P. O. Box 261, Windsor, Ont. (16)

WANTED

WANTED TO HEAR FROM OWNER OF good hardware store for sale. Send price and description. D. F. Bush, Minneapolis, Minn. (14)

WANTED—AN ENERGETIC, AGGRESSIVE salesman to sell our products on commission. Only experienced men who can produce results considered. Apply to N. M. Currie, Managing Director, St. Marys Wood Specialty Co., Limited, St. Marys, Ont. (13)

TRAVELLER—FIRST-CLASS CONNECTION Western Ontario hardware trade manufacturers and contractors, is in position to represent good house on commission basis. Box 172, Hardware and Metal, Toronto. (16)

WANTED—TWO FIRST-CLASS SALESMEN with hardware connection—one for the Province of Quebec and one for Eastern Ontario, to sell furnaces, stoves and ranges, metal roofing, felt roofing, tinners' supplies, etc., on commission. Must be able to speak good French. Apply, giving first-class references and experience, Box 171, Hardware & Metal, Toronto. (13)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

SITUATIONS WANTED

HARDWARE SALESMAN WITH FOURTEEN years' retail experience, desires position, capable of taking charge, first class references. A. P. Hanley, Medicine Hat, Alberta.

WANTED — BY LIVE, CAPABLE HARDware salesman with twelve years' first-class experience, position with Western retail or wholesale house. Box 10, Hardware & Metal, Winnipeg. (13)

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

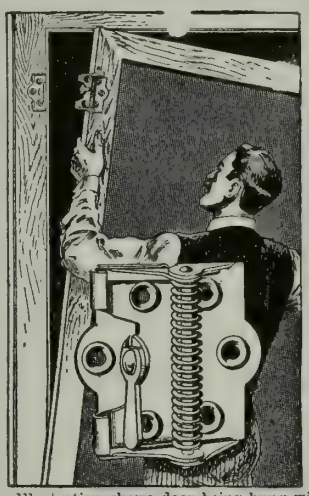
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will add to your profits.

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grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



JIFFY Detachable Screen Door Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT

St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure, including box number, counts as one word.) .....

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Signed .....

Town ..... **Province** .....

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Cow Sprayers.
The Paterson Mfg. Co., Ltd., Toronto.

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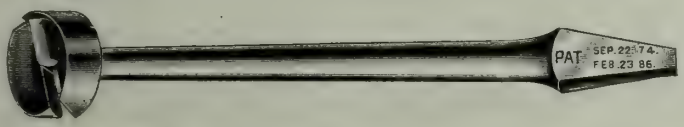
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DOMINION BRAND

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MONTREAL



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Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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FORCES THE OIL ANYWHERE

Easy Seller Because--

it is exceptionally convenient, quick acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit.

Order it now.

R. E. BLOOMER
Keithsburg, Illinois

The

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PAGE

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WOOD AND METAL SPECIALTIES

House Numbers, Clothing Hangers



Mincing and Chopping Knives

Size 3½ inches in diameter. Rubberoid Handle.

CUTS THREE TIMES THE SURFACE OF THE ORDINARY SINGLE BLADE KNIFE. Can also be used as a biscuit cutter.

Strong and substantial.

Nickel Plated. Rubberoid Hardwood Handle.

High-Grade Strainers

No. 503 — Reinforced. Diameter, 5¾ inches. Mesh Cloth 18, plain. Maroon Handle.



Handle wire runs entirely around the bowl.

HUTCHINS-KILBOURNE GOODS HAVE THE QUALITY FOR LONG SERVICE, AND THEY HAVE A SPLENDID MARGIN FOR PROFIT.

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A Hardware and Metal Want Ad.

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MONTREAL TORONTO WINNIPEG

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Doubletrees.
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Drills.
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Peck, Stow & Wilcox Co., Cleveland, Ohio.
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Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
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Door Mats.
Kuhne-Anderton Co., Port Hope, Ont.

Dustless Dusters.
Channell Chemical Co., Toronto.
MacKenzie Bros., Winnipeg, Man.

Dustless Mops.
MacKenzie Bros., Winnipeg, Man.
Channell Chemical Co., Toronto.

Eavetroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Elbows.
E. T. Wright Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

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MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
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The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
MacKenzie Bros., Winnipeg, Man.
Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Electrical Tools.
Smith & Hemenway Co., New York.

Electricians' Supplies.
Northern Electric Co., Montreal.

Emery Cloth.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

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Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
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Delta File Works, Philadelphia, Pa.
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MacKenzie Bros., Winnipeg, Man.
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The Stanley Works, New Britain,

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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E. T. Wright Co., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Staples.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron and Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

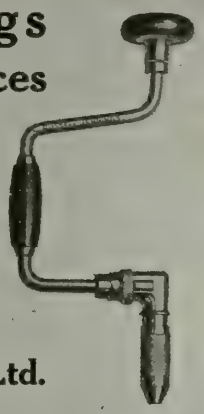
Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.

Stove Pipes.
Soren Bros., Toronto.

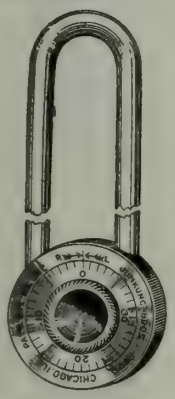
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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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If your jobber cannot supply you write direct to

JUNKUNC BROS., Manufacturers
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are the best value—get our circular explaining why and giving price. Also made with pail shelf and bolts.

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For High Speed

Always reliable. Stocked by hardware dealers.

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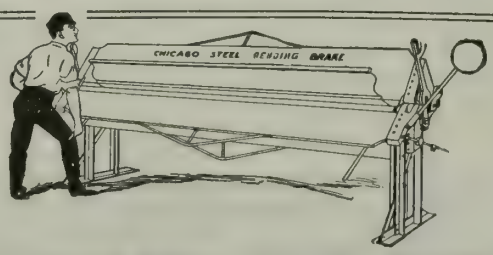
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By seeing that this exact mark is on each blade.

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Sheet Metal Workers would do well to obtain full information concerning these machines.

THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Tiling, Wall and Floor.
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Tin Plate.
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B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tools.
Hoods, Ltd., Birmingham, Eng.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
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Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

Track Systems.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Travelling Cranes.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Canadian Consolidated Rubber Co., Limited, Montreal, Que.

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Onward Mfg. Co., Berlin, Ont.

Vacuum Sweepers.
MacKenzie Bros., Winnipeg, Man.

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Berry Bros., Ltd., Walkerville, Ont.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Metallic Roofing Co., Toronto.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

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Wm. Cane & Sons Co., Newmarket, Meakins & Sons, Hamilton.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.
D. Maxwell & Son, St. Mary's, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

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Wrought Washer Mfg. Co., Milwaukee.

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Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
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B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
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Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

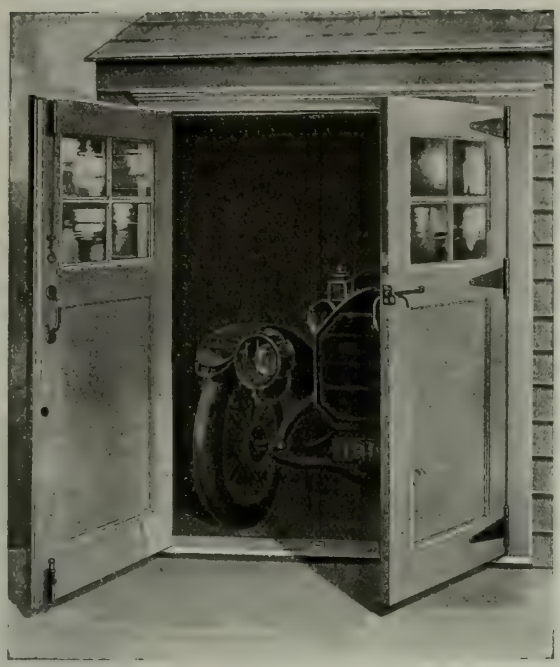
Wire Springs.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

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STANLEY'S No. 1776-J1 Garage Door Sets

CONTAINING

Complete Hardware Equipment for Garage with Double Doors

Sets include the following:

3 pairs **No. 960-J1** 10-inch Extra Heavy Tee Hinges, with Reversed Pads.
1 No. 1055-J1 6-inch Wrought Steel Chain Bolt, with Three Staples.
1 No. 1056-J1 6-inch Wrought Steel Foot Bolt, Bolt Springs are Sherardized.
1 No. 1260-J1 No. 4 Thumb Latch with Padlock Eyes. See Cut.
1 No. 1257-J1 No. 4 Handle. Same size as Handle in No. 1260 set.
All the above in Dead Black Japanned Finish.

No. 1776-J1 Garage door set supplies the demand for a quality set at moderate cost. The extra heavy 10-inch hinges have reversed pads to permit application to jamb of the door.

The plates of the 6-inch chain and foot bolts are the same size, making a neat combination.

The wrought steel thumb latch with 8⅞-inch handle is fitted with padlock eyes so doors can be securely locked.

The wrought steel pull No. 1257 is the same size as the handle of No. 1260 set, and is applied to the other door. The advantage of two handles for drawing the doors shut is obvious.

The dead black japan finish gives the hardware a neat, dignified appearance.

Send your order to your jobber *now,* and ask us for printed matter with complete description to enclose with your letters and invoices.

One Set No. 1776-J1
STANLEY GARAGE HARDWARE
Complete in the Strong Stanley Telescope Box



A neat, handy package for your shelves. Saves time and labor.
Size of Box: 12¾ x 7¼ x 2⅞ inches.
Gross Weight: 20 pounds.
Each item is wrapped separately and screws of proper size and finish are included.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.

NEW YORK. Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal CHICAGO

The "MADE-IN-CANADA" Rifle

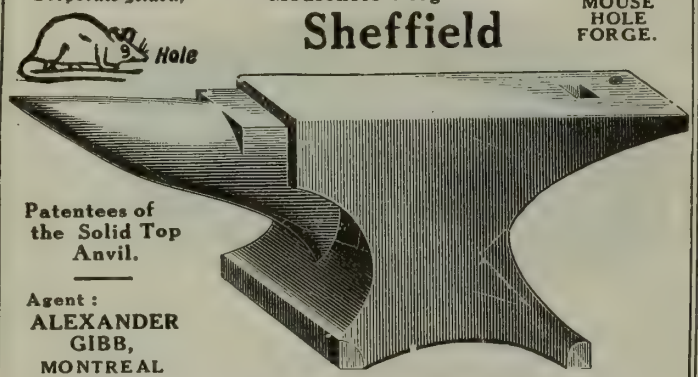


The "Ross Rifle" is made in Canada—which means that repairs, spare parts, new barrels, etc., can be obtained quickly, and without vexatious customs delays.

Quite aside from any *sentiment* there is a reason why Canadians should buy Ross Rifles, made in Canada. And Ross Rifles are 100% efficient.

Ross Rifle Company
QUEBEC, CANADA

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Agent: ALEXANDER GIBB, MONTREAL

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London Bolt & Hinge Works
LONDON, CANADA

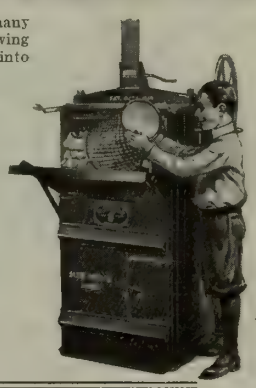
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ALL STEEL Schick FIREPROOF

Paper Baler

All steel—absolutely fireproof—strongest—simplest—easiest to operate. Will last a lifetime, yet pays for itself first year. Write to-day for **low prices** and **free trial offer.**



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Dept. "H.M." Davenport, Iowa

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Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

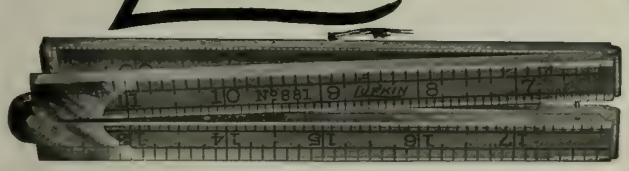
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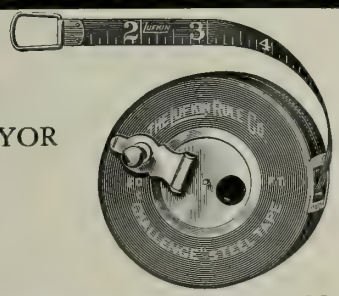
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Measuring Tapes and Rules

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SOLD BY ALL JOBBERS

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Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

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WINDSOR, ONT.

WE HAVE THE FACILITIES FOR TURNING OUT

The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

WANTED—BY FIRST-CLASS HARDWARE-man with ten years' experience, position as salesman or manager; Eastern town preferred. Can give best of references. Temperate. Box 000, Hardware & Metal, Toronto.

Look at this Advertisement!

Somebody *in the hardware trade* is going to be interested in that little advertisement. Perhaps a great many will be. Certainly nobody *outside* the hardware trade will care a continental about it.

Yet there are some people who insert advertisements like that in daily papers. A mighty small percentage of the readers of *any* daily paper are engaged in the hardware trade and there is no daily in Canada which is read by any considerable proportion of the Canadian hardware trade.

The place for an advertisement of that kind is on the Condensed Advertisement Page of Hardware and Metal. There it will be seen by nearly everybody in the trade in every part of the Dominion. The cost is insignificant—2 cents per word for first insertion and 1 cent per word for each subsequent insertion. Numerals each count as a word, and if Box Number is used, there is an extra charge of 5 cents per insertion.

The above advertisement, for example, would cost *69 cents* for one insertion, and *37 cents* for each subsequent insertion. And it would secure the attention of nearly everybody in Canada who would be at all interested in such a proposition.

Advertisements for the Condensed Ad. Page should reach our Toronto office not later than Thursday morning for insertion in the current week's issue.

HARDWARE AND METAL

143-153 University Ave., Toronto

MONTREAL WINNIPEG BOSTON NEW YORK CHICAGO LONDON, ENG

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 April 3
No. 14 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

PENN

The Razor With Perfect Blades

The Penn Safety has all the good features of its successful predecessors *plus* the exclusive and singularly important feature of Perfect Blades. Each and every Penn Sheffield Blade is absolutely and uniformly perfect. That's why it will pay you to push Penn Safeties—the first sale is *certain* to bring the purchaser back for more blades.

Retail price, complete with 5 Perfect Blades—$1.25
Extra blades, package of 5—35c.

Ask your jobber or write to us.

Selling Agents

A. C. PENN
Incorporated
100 LAFAYETTE ST.
NEW YORK CITY



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WORKS: LACHINE CANAL, MONTREAL

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FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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CANADIAN ROLLING MILLS CO., LIMITED

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MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

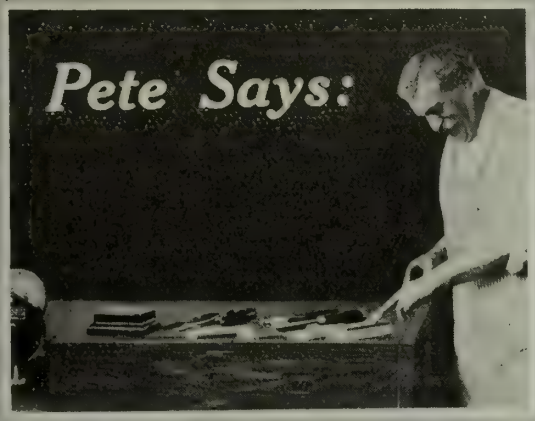
TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



Spring building operations will soon begin

The boys will be drilling out at seven with their tool kits ready to put up the modest little cottages or the big mansions.

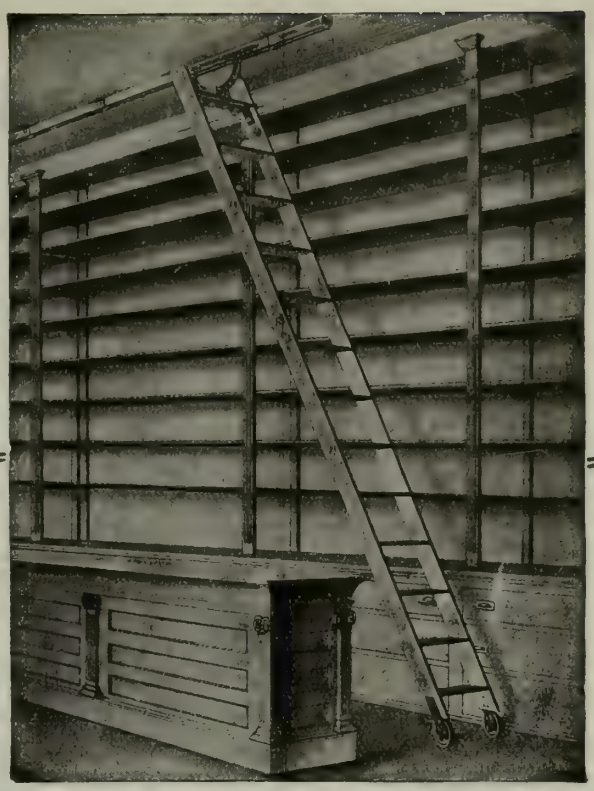
They will all need good sharpening stones,

Carborundum Sharpening Stones

The stones that they can depend upon to always cut free, fast, and clean, and give an edge that is an edge. The round and oblong Combination Stones, the Carborundum Slips and Gouges will be asked for. Stock up to meet the demand.

Show them in a Carborundum window

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Good Store Ladders Save Time and Space

Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

Richards-Wilcox Canadian Co. Ltd.
London Montreal

FLASHLIGHTS



HAND LANTERNS

Incandescent Lamps and Electric Specialties.

Always the latest and best in electrical novelties.

Our new illustrated **Spring Catalogue** will be ready for distribution April 1st, showing many new additions to the Franco line.

Franco Products are sold through various distributors throughout the country to insure prompt deliveries.

Write for Booklet and Prices, and we will quote and name you distributor in your locality.

INTERSTATE ELECTRIC NOVELTY CO.
of Canada, Limited
220 King St. West, TORONTO, ONT.



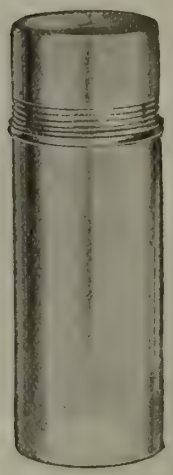
UNIVERSAL
Vacuum Bottle
No. 81, $1.50.

UNIVERSAL
Vacuum Specialties

should be on sale in every up-to-date hardware store.

They sell easily and quickly, and net an excellent profit to the dealer.

Now is the time to feature this line in your window displays and in your local advertising. Every home is a possible customer for one or more of the various UNIVERSAL Vacuum Specialties. It's only a case of "tell and you'll sell." We can help you with show cards, electrotyped ads., lantern slides, etc. Just tell us what you want.



UNIVERSAL
Vacuum Food Jar
No. 811, $2.00.

UNIVERSAL

In design, construction and finish UNIVERSAL Vacuum Specialties are distinctive in many ways. Their simplicity, strength and absolute cleanliness will at once appeal to your customers.

The glass used in the fillers is the very best obtainable and the workmanship is unsurpassed. The filler is supported in the case by a patented spring steel retainer and shock absorber which holds it firmly and protects it at the base and sides, thus reducing the possibility of breakage to a minimum.

The cases are smooth and sanitary, having no roughened surfaces to collect dust. All models are of separable type with interchangeable parts and may be easily taken apart for cleaning or repair.



UNIVERSAL
Vacuum Tankard
No. 842, $6.00.



UNIVERSAL
Vacuum Jug
No. 7822, $5.00.

For prices, etc., write to your Jobber or direct to us.

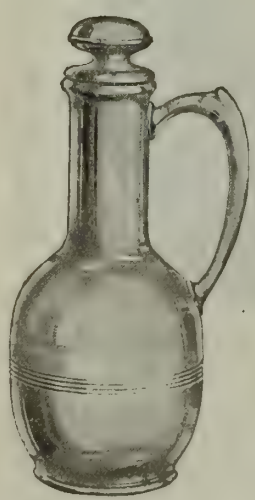
LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL Carafe Carrier

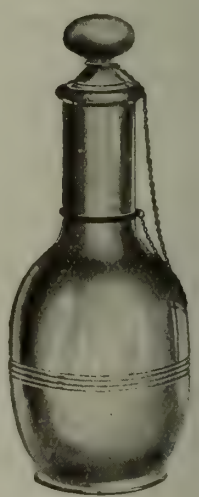
No. 39.
Carrier and Glasses without Bottle, $3.00.



No. 391822.
Complete with No. 1822 Bottle, $7.50.



UNIVERSAL
Vacuum Carafe
No. 5822, $5.50.



UNIVERSAL
Vacuum Carafe
No. 2822, $5.00.

Disston

TROWELS

Designed to meet the demand of **ALL USERS**. They are made—not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

HENRY DISSTON & SONS



We can handle **Mail Orders** to your satisfaction.

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown for DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

LEWIS BROS., LIMITED
MONTREAL

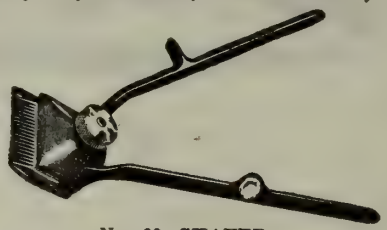
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

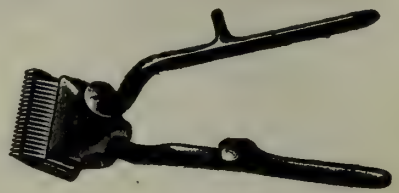
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



SPEED
Best low-priced Clipper made. Retailing at about $1.00.

If you are not familiar with these goods, send for samples and compare them with others.

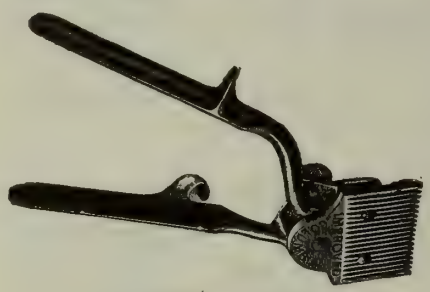
A. MacFarlane & Co.

Coristine Building, Montreal

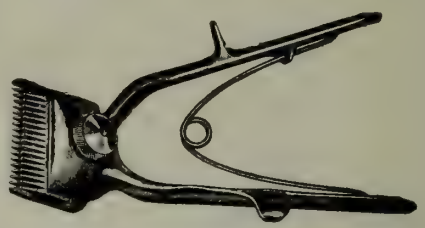
Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City

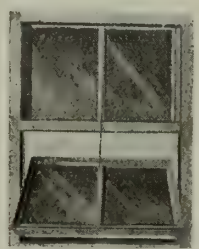


IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

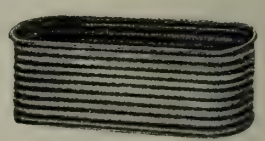


CADET
with visible spring, retailing at about $1.00.

Attractive Agency Proposition

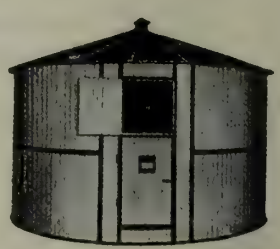


For All Sheet Metal Lines,
Water and Gasoline Tanks,
Portable Buildings for Implements, Stores, etc.
Granaries,
Culverts,
Well Curbing,
Metal Windows and Doors,
Corrugated Iron, Shingles, etc.





Estimates cheerfully given.



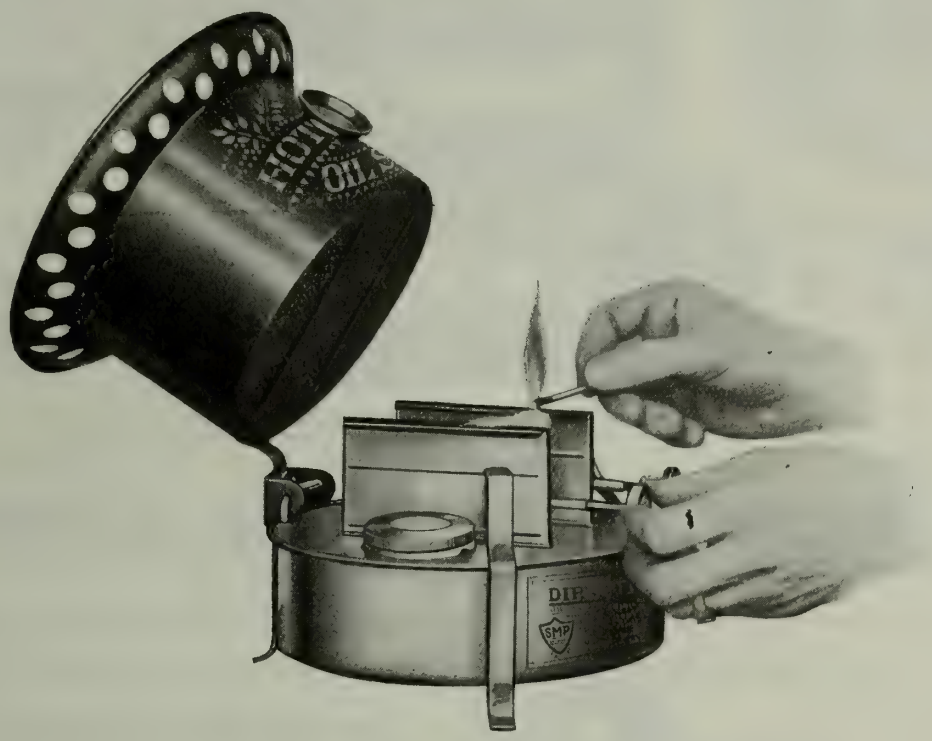
Winnipeg Steel Granary & Culvert Company

LIMITED

Head Office, WINNIPEG, CANADA

Factories at St. Boniface, Manitoba, and Regina, Saskatchewan

Lighting a "Hot Blast"



Thousands of new customers will do this for the first time this spring. Will they be your customers? Tell them—

The "Hot Blast" lights instantly.
The "Hot Blast" heats quickly.
The "Hot Blast" fits any size of pot.
The "Hot Blast" burns any coal oil.
The "Hot Blast" gives satisfaction.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

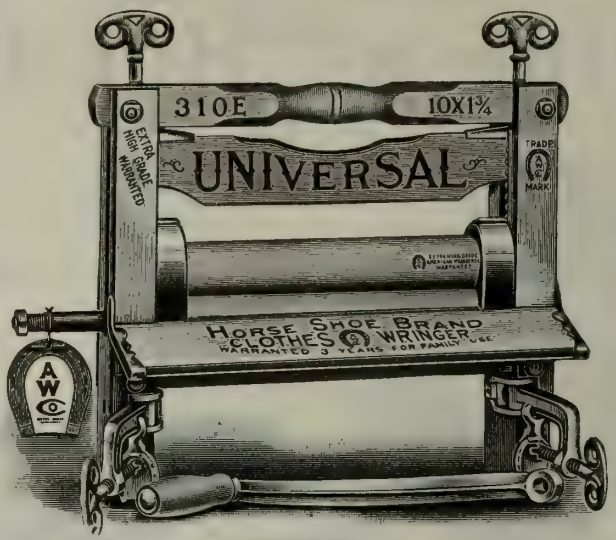
MONTREAL TORONTO WINNIPEG

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

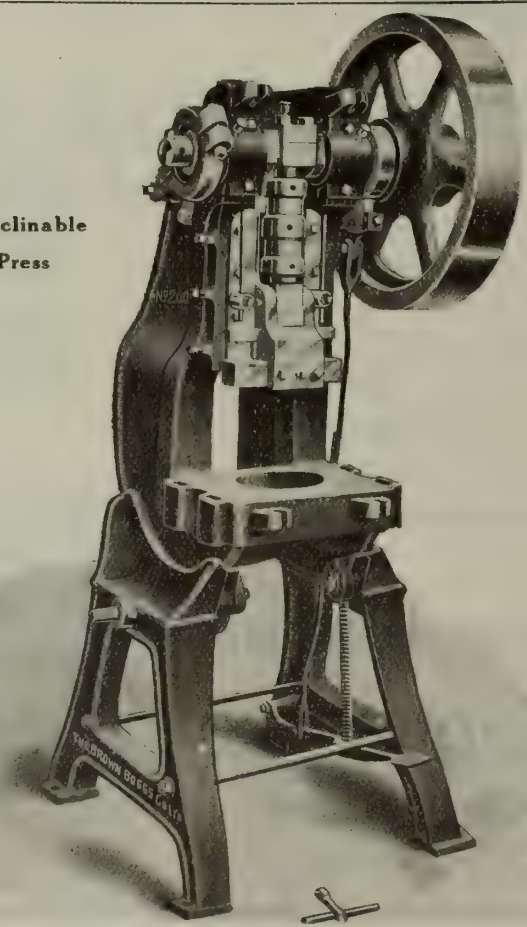
WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

No. 200 Inclinable Power Press



FOR ACCURATE POWER PUNCHING, the "BB" POWER PRESS is the most Logical Solution. EFFICIENCY, POWER, RIGIDITY, CONVENIENCE, LONGEVITY are the "BB" Essentials that bring out ECONOMY and keep it in CONTINUOUS EVIDENCE.

For manufacturing Cans, Brass Goods, Trimmings, Pieced Tinware, etc., etc., our No. 200 POWER PRESS illustrated is a REAL MONEY SAVER. It is equipped with INSTANTANEOUS CLUTCH. The KNOCK-OUT attachment is POSITIVE, SIMPLE and VERY EASILY ADJUSTED. Crank shafts made from VERY HIGH-GRADE steel forgings. "It will pay you to investigate its Merits."

Catalogue?

The Brown, Boggs Co., Limited

HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Power Presses, Dies, Etc.

Western Representatives:
Messrs. Bissett & Loucks, Limited
Winnipeg Edmonton



VACUUM SWEEPERS

which will give the best service and satisfaction

THEY HAVE

Extra Ball Bearings on the nozzle.

Ball Bearings throughout—easy running.

Steel lined Dust Bag, always open, easily emptied.

Thoroughly protected Rubber Bumpers.

Steel top with five coat finish.

Steel sides which prevent warping.

Three bellows, ensuring continuous suction.

Prices permit of a handsome profit.

Write us for information and prices.

HOWLANDS SAMSON QUALITY H S HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE LIMITED

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

HOWLANDS SAMSON QUALITY H S HOWLAND SONS & CO TORONTO

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Are YOU Making Money On Our 60,000,000 Trade?

We supply 90% of Canada's file requirements. Are YOU getting your share of this trade? It would pay YOU to handle the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(MADE IN CANADA)

They're files that dealers are proud to sell. Because they're as *uniformly* perfect as 50 years' experience—5 great plants—and the finest machinery can make them.

And they're profitable files to sell. They're advertised consistently in every field. Recognized in every industry as World-Standard Files. Stocked in large quantities at the factory—so that you need only a small stock on your shelves. That means many quick turn-overs—and the best net profit on your investment.

From every angle, the "Famous Five" are the RIGHT Files to handle. Why not write to-day for "File Filosophy" and our complete catalog?

NICHOLSON FILE COMPANY
PORT HOPE, ONTARIO

THE
STEEL COMPANY OF CANADA
LIMITED
HAMILTON, CANADA

BRIGHT WIRE GOODS

CUT NAILS

RIVETS AND BURRS

CARRIAGE TOP MATERIAL

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LEAD PIPE

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"BAY STATE" TIRE BOLTS

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"Bell" and "MRM" Brands

PIG IRON

PUTTY

CORRUGATED FASTENERS

TACKS

STAPLES

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SPIKES

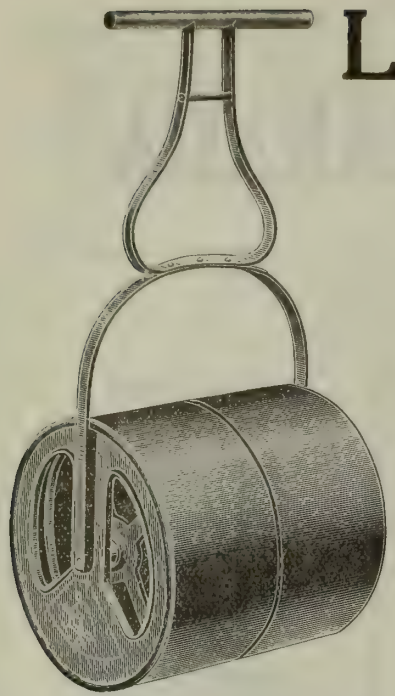
COTTER PINS

PROMPT SHIPMENTS

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN HALIFAX

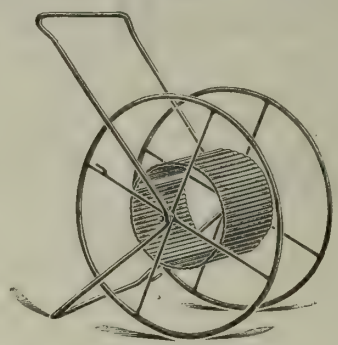
LAWN GOODS



WATER BALLAST
LAWN MOWERS.



DAISY and GEM NOZZLES
Straight Stream or Spray



ELECTRIC-WELDED
STEEL HOSE REELS



ALL KINDS OF
SPRINKLERS



WOODYATT HIGH WHEEL
(Made in Canada)
LAWN MOWERS

Have proven their worth. Quality unsurpassed.

"THE EMPRESS"

Same grade as Woodyatt, but fitted with ball-bearings.

"THE STAR"

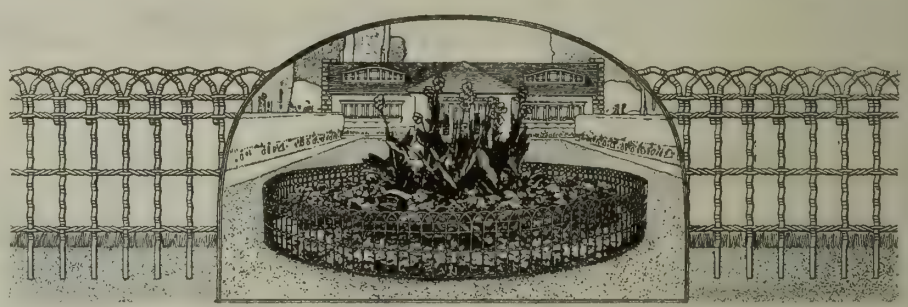
A good, medium-priced mower.

"THE DAISY"

Our cheapest lawn mower.

GARDEN HOSE

RECORD—Our Highest Grade
WESTERN—Heavy, Serviceable Grade
TRADE—Medium Grade
ST. LAWRENCE,—Lowest Price Grade.



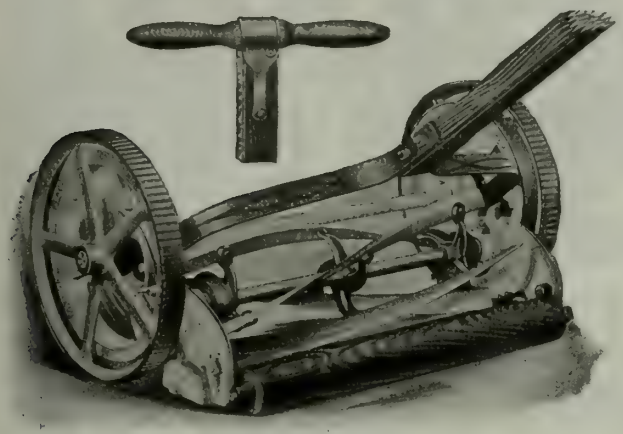
LAWN FENCING

Caverhill, Learmont & Co.

Head Office and Warehouses
Montreal

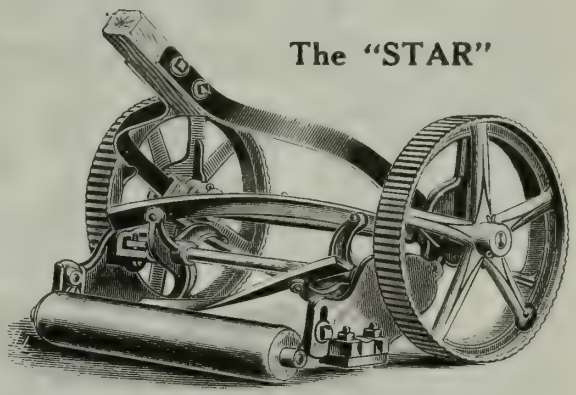
Branch
1073 Hamilton Street,
Vancouver

TAYLOR-FORBES LAWN MOWERS



Ensure Pleasing Service and Good Profit

The "STAR"



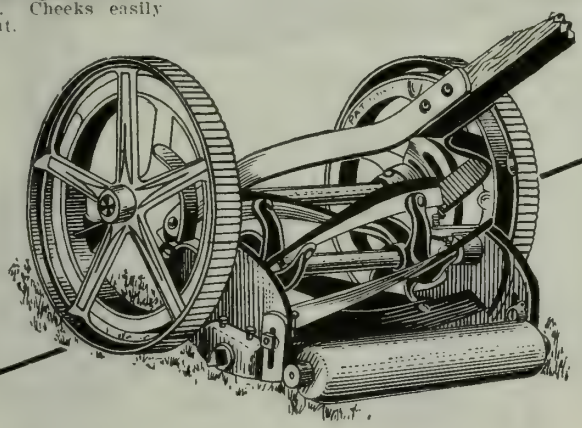
Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple. Three and four-knife cylinder. 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt. Sizes 12 in., 14 in., 16 in.

The "EMPRESS"

Open four and five-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.

The "WOODYATT"

Open four and five-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



DISTINCTIVE MECHANICAL FEATURES

Supreme Quality, Very Attractive Finish, and Reasonable Price

T-F Mowers are the logical result of selecting the best raw materials, using the most modern mechanical facilities, and employing highly skilled workmen, all backed up by an experience in Lawn Mower making extending over 40 years.

Taylor-Forbes Lawn Mowers are the best known line in Canada, not only because of the long time they have been on the market, but because they have made friends everywhere through their splendid service.

PLACE YOUR ORDER NOW, FOR THE SEASON WILL SOON BE HERE. **Order from your jobber. If he cannot supply you, tell us, and we will make quick delivery.**

Send us a card for catalog.

THIS GUARANTEE goes with every T-F LAWN MOWER

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we INSIST on giving him a new machine or refunding his money.

The Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

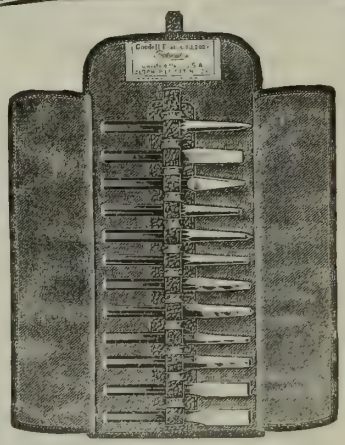
MADE IN CANADA

GOODELL-PRATT

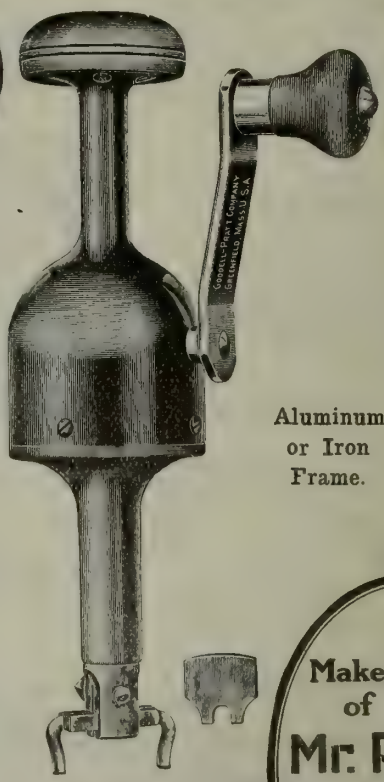
1500 GOOD TOOLS



Three Sizes.



Automobilists are crying for good tools. Goodell-Pratt tools will answer every requirement. The broader line you carry and show, the more you will sell. Our designers operate and repair cars of their own, they use these tools themselves and know that they are practical. They are everywhere recognized as standards of quality.



Aluminum or Iron Frame.

Partial List of GOODELL-PRATT Automobile Supplies

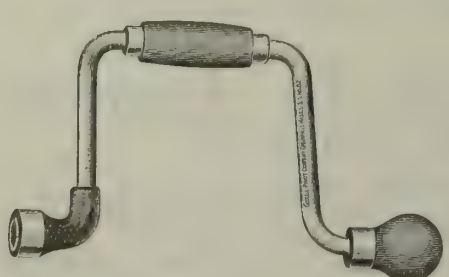
Hack Saw Frames	Chisel Sets
Hack Saw Blades	Pin Punches
Bearing Scrapers	Breast Drills
Socket Wrenches	Glass Cutters
Valve Grinders	Screw Drivers
Washer Cutters	Tap Wrenches
Brass Hammers	Rim Wrenches

Combination Pliers

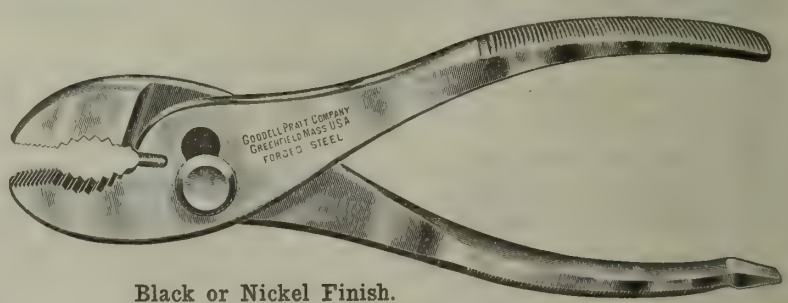


Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass., U.S.A.

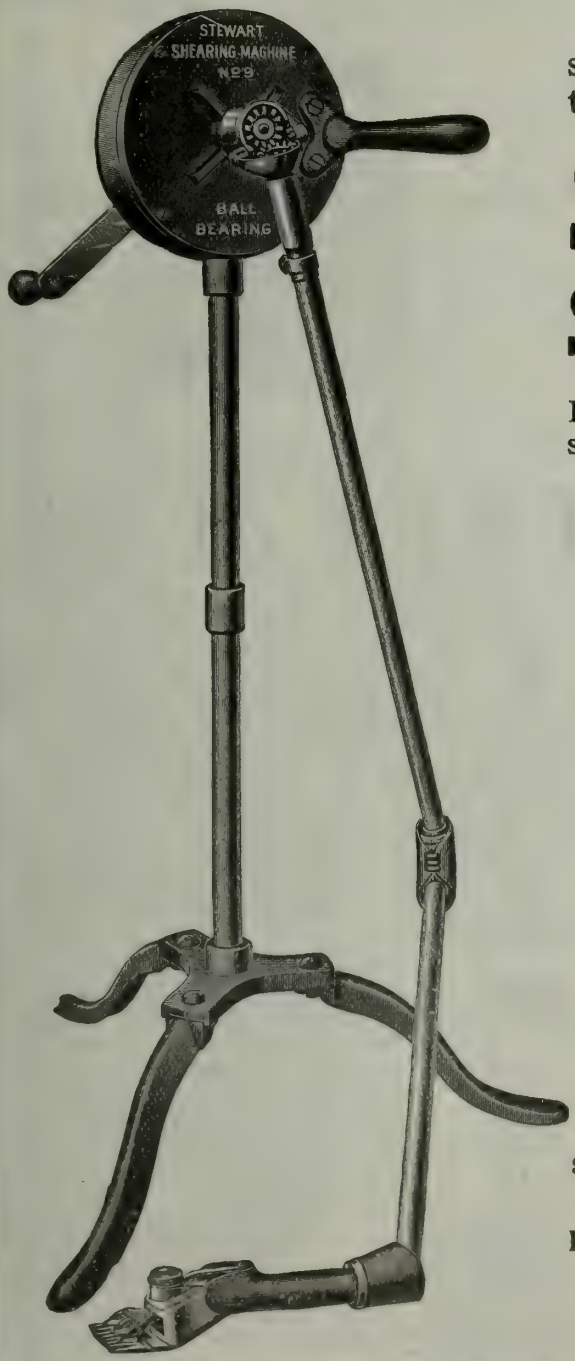


⅝, ¾ or ⅞-inch sockets.



Black or Nickel Finish.

For Your Customers Who Own Sheep



Nothing could be a better purchase this season of high and rising prices for wool than a

STEWART Shearing Machine

It takes the wool off evenly and quickly all over, and secures the longest staple, which brings top prices.



The Stewart No. 9 Shearing Machine

sells to the user in Canada at only $12.50

Every sale carries a good and satisfactory profit to you

ORDER FROM YOUR JOBBER

Chicago Flexible Shaft Co. 250 Ontario St. **Chicago**

EXTENSIVE ADVERTISING

combined with the superior qualities of Ioco Liquid Gloss has made the name a household word.

IOCO
LIQUID GLOSS

Women now recognize that this product does more than merely polish. It cleans and disinfects, and at the same time keeps the varnish from cracking.

Ioco Liquid Gloss is also popular with motorists as the most reliable polish and cleaner for the highly finished surfaces of automobiles.



Ioco Liquid Gloss comes in half-pint, pint, quart, half-gallon, and five-gallon lithographed cans. Write for prices to the nearest branch of

THE IMPERIAL OIL COMPANY, LIMITED

TORONTO ST. JOHN WINNIPEG SASKATOON
MONTREAL HALIFAX REGINA CALGARY
EDMONTON VANCOUVER

Made in Canada







Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand — one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

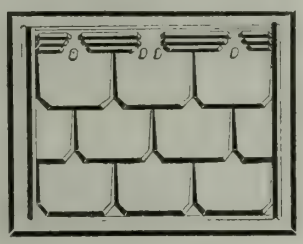
NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

"EASTLAKE" STEEL SHINGLES

Now is the time to let their fair fame and sterling worth make money for you.

"Eastlake" Steel Shingles have a splendid reputation, over 30 years old, for durability, ease in laying, and water-tight qualities. People KNOW the "Eastlake." It has been consistently and heavily advertised for over a quarter century, and has always lived up to every claim we have ever made. You can now cash in on this reputation by looking around and seeing who needs a new roof in your neighborhood. Send us their names and we will co-operate with you with suitable advertising matter.



You will never regret pushing the "Eastlake" Steel Shingle—while it is low-priced, it has never been built down to a price, but up to a standard.

Get our illustrated list and selling helps.

The Metallic Roofing Co., Ltd.

Manufacturers **Toronto, Winnipeg**

Davidson's Family Flour Can



Write for Prices

Three sizes, 25, 50 and 100 lbs.

Strong Round Body. Edge of cover sets over the side, making it dustproof.

Can be supplied in Assorted Colors, or in the New French Grey baked enamel finish.

The Empire Flour Can for Kitchenettes

Half Round Body. Flat Back. Takes up little space. Made to hang on wall or door. Neatly and beautifully finished in French Grey baked enamel and lettered in Gold.

Capacity 50 lbs. Dimensions, 18 in. high, 15 in. wide.



The Thos. Davidson Mfg. Co. Limited

Toronto **MONTREAL** **London**

Quick Hot Water at a Big Saving — of Gas —

One minute after the

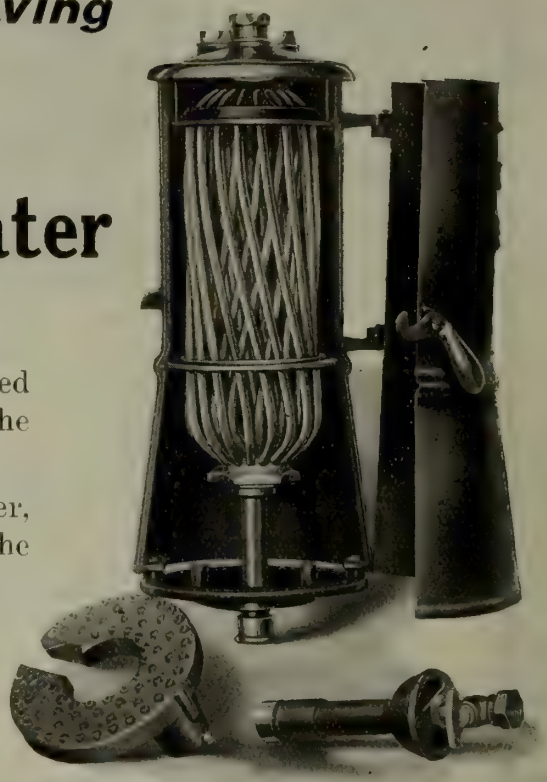
Stack Gas Water Heater

is lit it gives hot water at the tap

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

Easily sold. **Big Profit.**



James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

Wostenholm's Celebrated I·XL Hand-Forged Cutlery

Decidedly better than the German Cutlery you used to get

Ask your jobber for samples.

Complete line of Razors, Scissors, Pocket and Table Cutlery

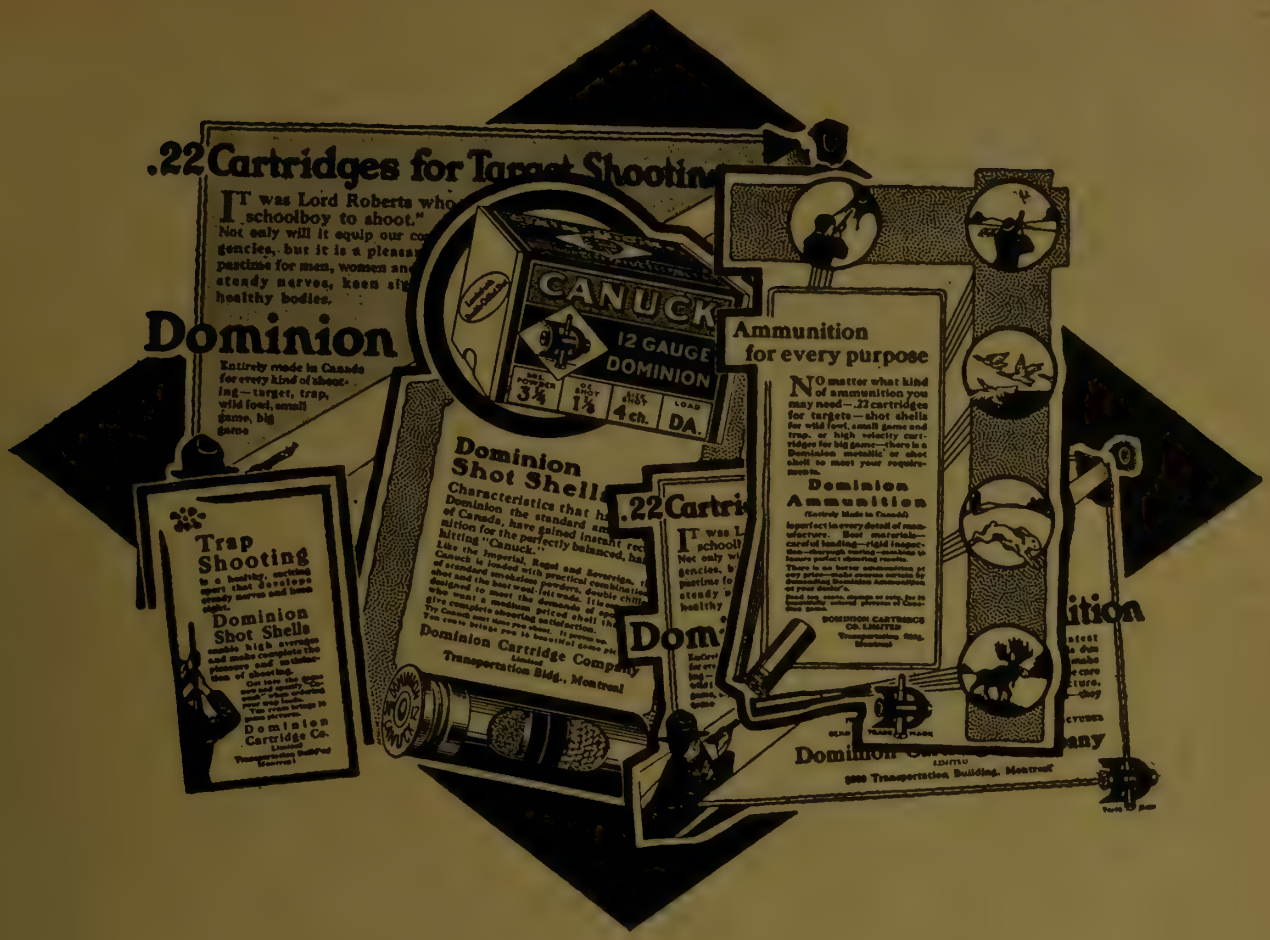


1858
PEN KNIFE

Geo. Wostenholm & Son

SHEFFIELD, ENGLAND

A. MACFARLANE & CO., Montreal—Canadian Representative



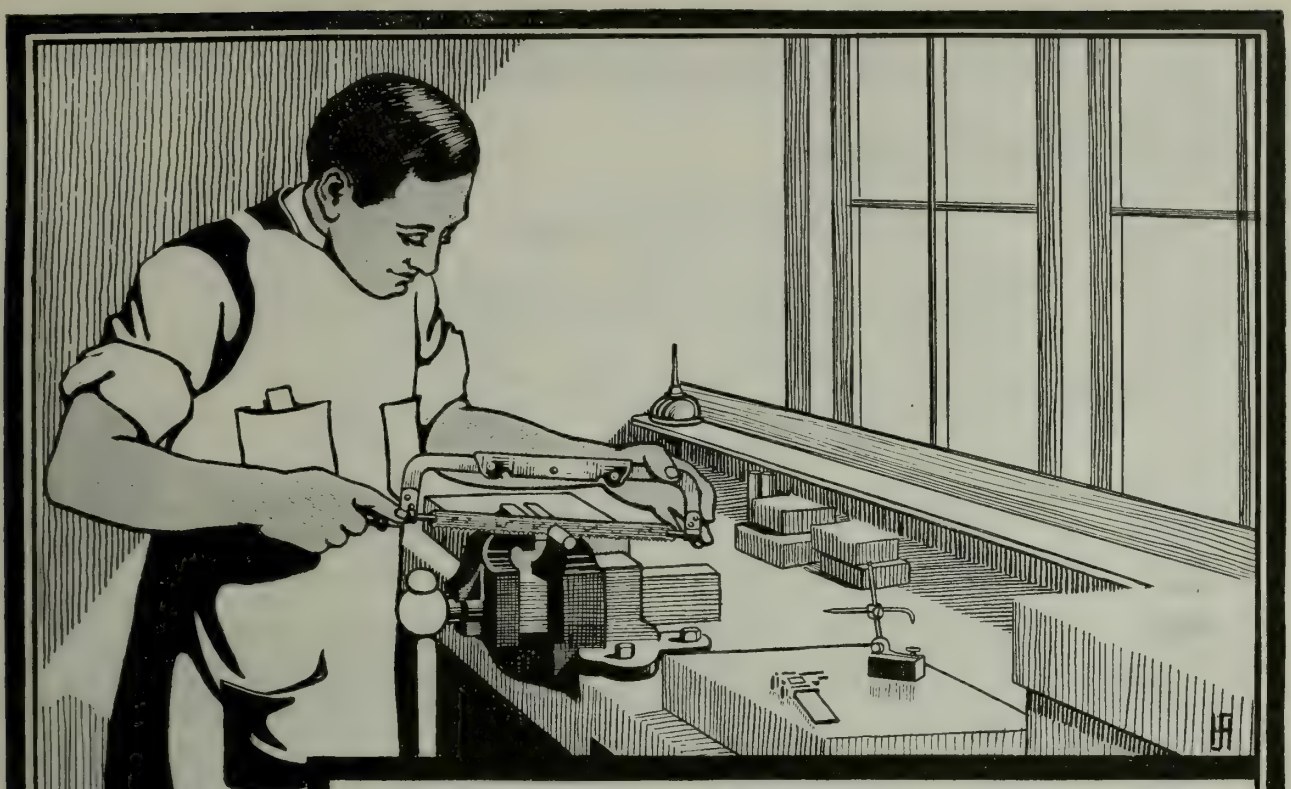
Some Ads that are Boosting Business for Dominion Dealers

Now is the time to tie up close to our big advertising campaign which is in full swing from Coast to Coast.

The demand for Dominion Ammunition is sure to come right into your store—stock the complete line now and you won't lose sales when customers insist on having only Dominion Shot Shells or Metallics.

Dominion Cartridge Company, Limited

120 St. James Street, Montreal



Regarding Hack-Saws—

You men in the hardware trade can never really appreciate what a nuisance the question of hack-saws is to the factory foreman or superintendent until you have heard the complaints of the workmen regarding breakage, easy dulling, teeth stripping, etc.

We faced these troubles in our own tool works until we got tired of them—and just a little bit "mad." Then we set to work and experimented with materials and processes until finally we produced a line of saws that suited us so well that we are willing to put our name on them. Because of our reputation as tool makers we know that

The Name Starrett Will Sell These Hack-Saws

Everyone knows we are old enough and big enough so that we would not put our name on a product that can't make good. As a hardware dealer you can make the initial sale of these saws on the strength of the name, and we are positive that after your customers have tried them they will come back for more.

The reason is this: We have selected a certain tungsten-alloy steel which we make into hack-saws—tempered by a secret process, developed by ourselves, which secures uniformity. The teeth are milled, not stamped out, and they are set evenly and perfectly by another exclusive Starrett process.

Now we want to sell these saws because we know they will cut quicker and last longer than other saws. It is a good line for you because of profits and repeat sales.

BY INVITATION MEMBER OF

Ask our salesmen for prices. Write for free catalog No. 20-M.A. showing the proper saws for various uses.

The L. S. Starrett Company, Athol, Mass.

World's Greatest Toolmakers

NEW YORK LONDON CHICAGO

42-440

Mr. Dealer:

Hitch Your Wagon To This Star

You can make more money selling Toncan Metal rust-resisting Sheets and Products than on ordinary Sheet metal products, because——

TONCAN METAL MAKES FRIENDS AND PERMANENT CUSTOMERS;
TONCAN METAL MAKES YOUR CUSTOMERS ADVERTISE YOU.

}Result —— more prestige —— more business —— more profit.

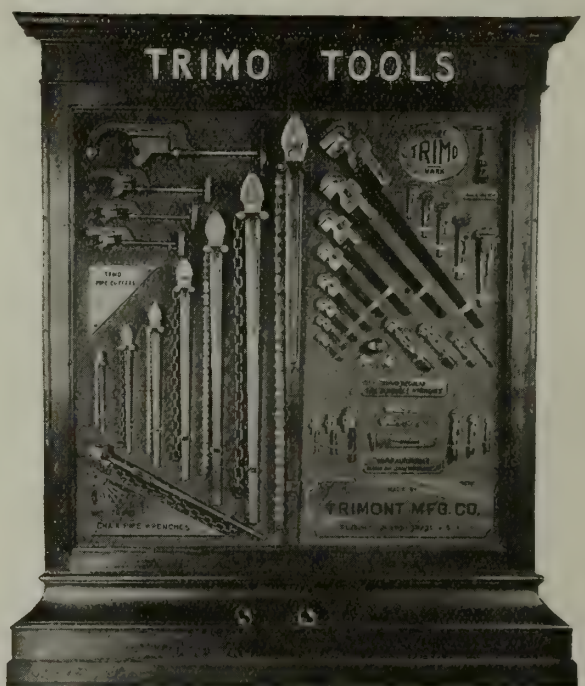
The Pedlar People Ltd., Oshawa, Ont., Canadian Distributors

The Stark Rolling Mill Co., Canton, Ohio, Manufacturers

TONCAN METAL

WE ARE ILLUSTRATING BELOW OUR

PANAMA EXHIBIT



WILL YOU VISIT US AT SAN FRANCISCO?

LOCATION: BLOCK 26, AVENUE D, MANUFACTURERS BUILDING

SEND FOR CATALOG NO. 150

TRIMONT MFG. CO., 55-71 AMORY STREET **Roxbury (Boston), Mass.**

Proven

That—

the scientific principle upon which it is designed — the solid material and splendid workmanship employed in its construction—its wonderful efficiency—and its remarkable popularity, entitles the Daisy Vacuum Cleaner to your first consideration, not only as a Vacuum Cleaner, but as a reliable and profitable article which appeals to your business instinct, and which you can sell with assurance and satisfaction.



Machine closed. Neat and Compact.

"BABY" DAISY, £4. 4. 0.
Handsomely made in solid oak, with nickel-plated fittings; has quadruple bellows, and is collapsible.

THE DAISY VACUUM CLEANER

List Prices 27/6 to £18.18.0

TO PATRIOTS—
The Workmanship, Material, Factory and Capital ARE

ENTIRELY BRITISH

Write at once for Trade Terms and Illustrated Booklet.



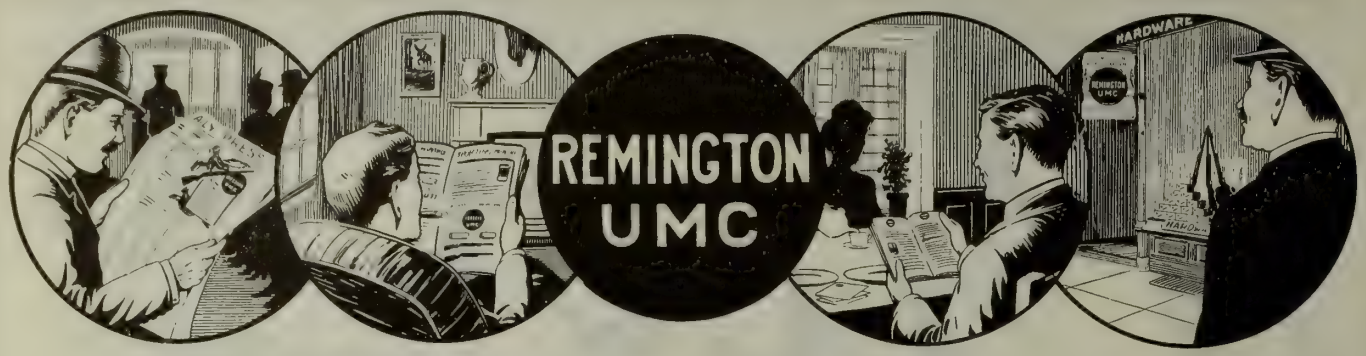
The "DAISY" SWEEPER
No. 2 30/-
For Rugs, Carpets, Linocovered or Wood Floors.

THE DAISY VACUUM CLEANER CO., Limited

Head Office and Works:
Leamington Road, Gravelly Hill, BIRMINGHAM, Eng.
Telegrams: "ILEKLEAN BIRMINGHAM." Telephones: 405 and 406 EAST
A B C Code, 5th Edition.

London Showrooms—17, PHILPOT LANE, FENCHURCH STREET, E. C.
One minute from Bank.

CONTRACTORS TO THE BRITISH GOVERNMENT



"They can't get away from it"

Everywhere—every day—in a dozen different ways — your city and country trade are reading about

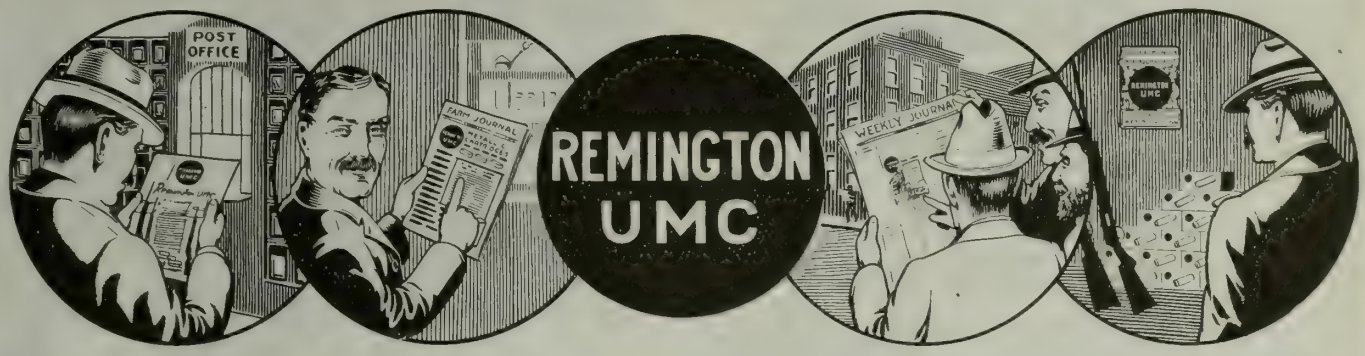
Remington UMC

They see the familiar trade-mark in their newspapers — sporting journals — farm papers—in booklets, circulars, folders and catalogues—and in your competitor's store and windows IF NOT IN YOURS.

THE REMINGTON ARMS-UNION METALLIC CARTRIDGE COMPANY

Contractors to the British Imperial and Colonial Governments

Windsor Jobbers Everywhere Canada



REMINGTON-UMC is widely advertised throughout Canada. Strong claims are made for it. But the goods will more than live up to every claim. Because the

Remington UMC

Line is World Standard. The fruits of our century's experience are a world-wide reputation for QUALITY and the most complete line of its kind made.

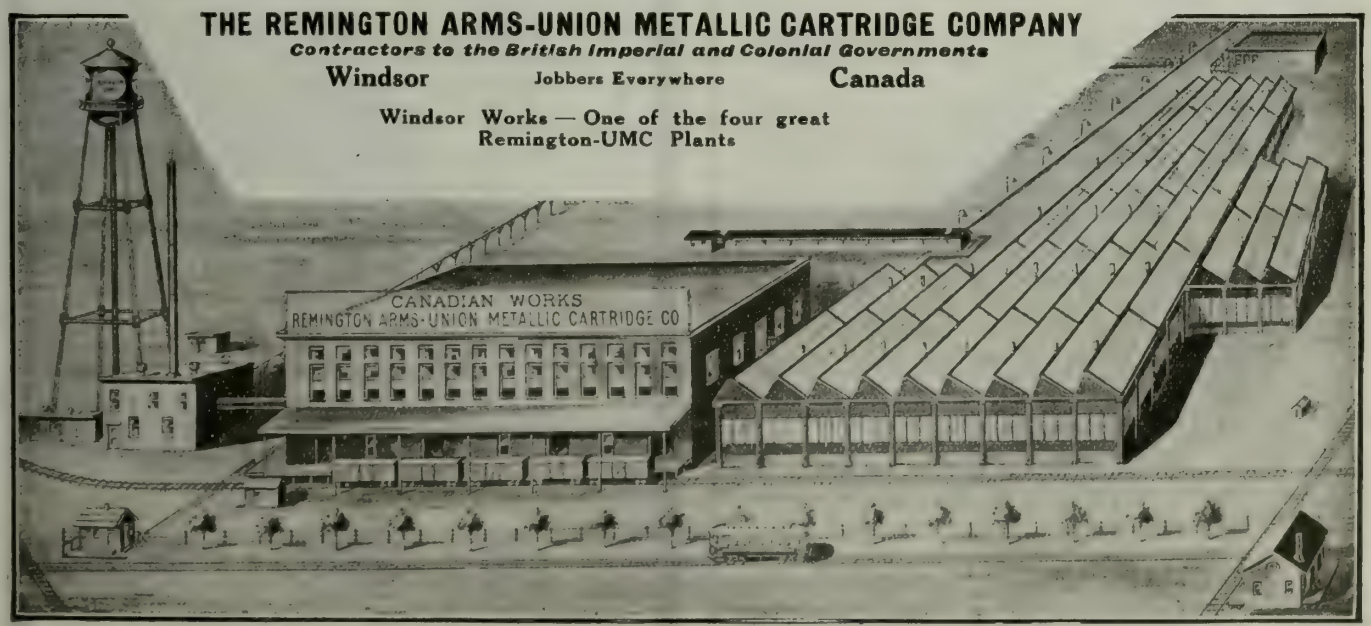
We strongly suggest that you get in touch with your jobber—learn more of our trade-winning plans—and get your season's stock without delay.

THE REMINGTON ARMS-UNION METALLIC CARTRIDGE COMPANY

Contractors to the British Imperial and Colonial Governments

Windsor Jobbers Everywhere **Canada**

Windsor Works — One of the four great Remington-UMC Plants



Your Opportunity

To Make Extra Profits

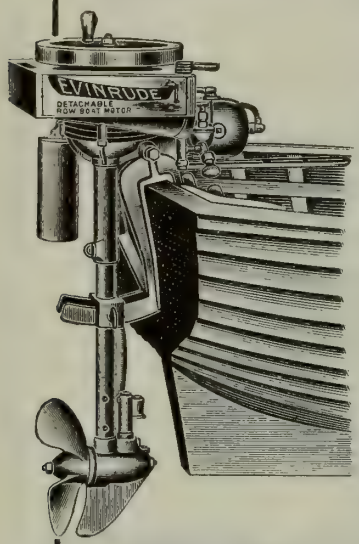
This Season

If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night **Canadian Magazine**
MacLean's Magazine **Rod & Gun**
Canada Monthly **Motor Magazine**



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon ***you***—our Local Agent.

We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. **New York City**

Just Point to This Feature



SHOW any experienced mechanic the instantly changeable speed shift (operated by the knurled ring shown in the illustration) and trust him to realize its great advantage.

Nor is that the only new feature of

MILLERS FALLS
HAND DRILL No. 1980

On the crank-handle, within easy reach, is a simple, effective ratchet—indispensable when working in cramped corners or on a delicate job.

The perfect grip and accurate centering of the three-jawed Star Chuck will also appeal to him. These jaws are controlled by springs that are protected from injury. Any twist drill within the capacity of the chuck can be kept in the hollow handle. Steel pinions and shifting device are enclosed for protection. Gears are machine-cut with adjustable friction roll to equalize bearings.

This tool has the distinct features that gain the certain approval of the best mechanics.

Other Millers Falls Tools That Will Hold an Exacting Trade.

You should certainly carry in stock Bit Brace 872, Extension Bit Holder 6, Hack Saw 1027, Breast Drill 112, Bench Drill Press 210 and Acme Mitre Box—new Millers Falls Tools of established quality that will impress your customers. Send for catalog showing our complete line.

MILLERS FALLS TOOLS

MILLERS FALLS CO.
Millers Falls, Mass.



Tell Your Customers

to beautify their homes by fencing the lawn and garden with Peerless Ornamental Fence.

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

PEERLESS

Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag In addition to galvanizing, every strand is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless Ornamental Fence is made in several styles. It's easy to erect, and holds its shape for years.

Send for free catalog. If interested, ask about our farm and poultry fencing. Agents nearly everywhere. Agents wanted in open territory.

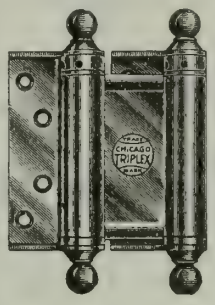
The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Man. — Hamilton, Ont.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

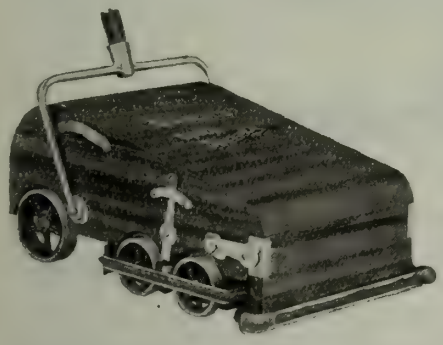
Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

Bissell's Vacuum Cleaners

Made to sustain the high repute of the Bissell Carpet Sweeper



Are now offered to the trade in response to a distinct demand, and if their reception by some of our customers through the sampling work of our salesmen, in the shape of repeat orders, is any indication, our new line will be readily accepted by the trade generally who have had reason to be discriminating in their selection of a vacuum cleaner.



Our experience in the manufacture of carpet cleaning devices and the staking of the good name we have created for the Bissell Carpet Sweeper should be sufficient guarantee of the merit of our vacuum cleaner.

There are two models, illustrated herewith, Bissell's Vacuum 'Sweeper' with brush; and Bissell's Vacuum 'Cleaner' without brush. Both are made to sell at popular prices.

Our Vacuum machines contain some original features of construction that appeal greatly to the woman who uses them; they are highly efficient, yet smooth running; they are especially convenient and cleanly to empty and their handsome designed cases of polished mahogany veneer further adds to their salability.

Let us mail you a copy of our announcement circular containing large colored illustrations and full details.

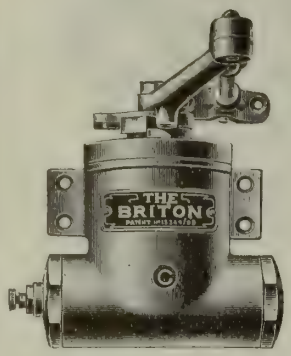
BISSELL CARPET SWEEPER CO.

(Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World)

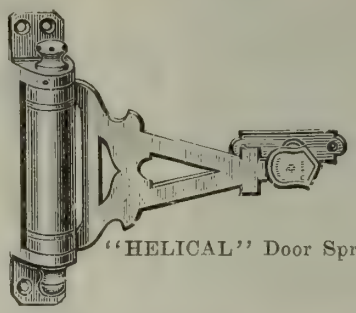
GRAND RAPIDS, MICH. and NIAGARA FALLS, ONTARIO

(Main - Factory - and - General - Offices) (Canadian Factory)

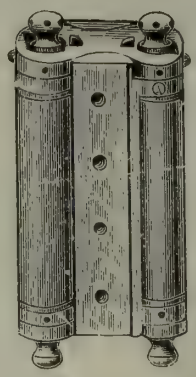
NEW YORK CITY, 25 Warren St. :: :: PARIS :: :: AGENCIES EVERYWHERE



The "BRITON" Door Check and Spring.



"HELICAL" Door Spring



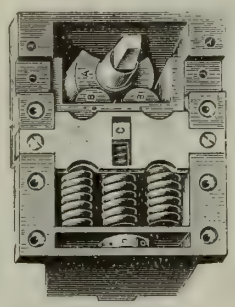
Regulating Spring Hinge.

There is an abundance of profit and satisfaction in selling

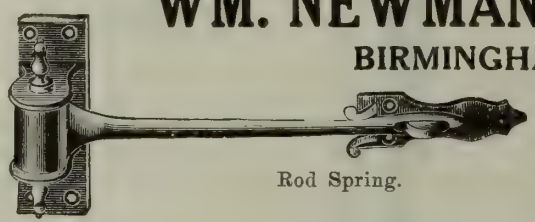
NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now.



"Invincible" Floor Spring.



Rod Spring.

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

ENQUIRIES TO

FREDERIC SARA & COMPANY

326 Ninth Ave. West, Calgary, Alta.

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



" W & B " Wood Handle Grips. Length open 6 to 14 inches.



" W & B " Steel Handle Grips. Length open 18 to 48 inches.

These Wrenches are extra strong, frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 61 YEARS

ST. CATHARINES, ONTARIO



THIS EMBLEM is more than a trade-mark device.

It stands for the experience, ability and business integrity of a long-established house. So that any article upon which it appears is not merely offered for sale; it is meant to give service. And that every J-M Product shall give this service fully and permanently is the whole meaning of J-M Responsibility.

Two Practical Ideals Are Embodied in JM Asbestos Ready Roofing



Every roll of J-M Asbestos Ready Roofing is manufactured and offered for sale on the basis of Service to the Roofing Buyer and Profit to the Hardware Dealer.

There are cheaper prepared roofings, but none is as good. This is quite a claim, but it can be proved by the service record of J-M Asbestos Roofs running back twenty years without a cent for painting or repairs. Back of this roofing is J-M Responsibility.

There are prepared roofings that sell for less. But do they stay sold? And are the men who bought these cheap roofings so well sold on them that they come back for more of the same when they need more roofing? Every J-M Roof makes more J-M Asbestos Ready Roofing business for you.

Let us tell you the advantages of J-M Asbestos Roofing and show you how it pays to handle it.

THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

Toronto Montreal Winnipeg Vancouver

3095

THE NEW SILK WOUND DE LUXE

"Bristol"

TRADE MARK REG. U.S. PAT. OFF.

In Washable De Luxe Glove Leather Case, $25.00

You fishing tackle dealers who want to make $9.25 per sale and bring something new to the attention of your fishing trade, consider this:

In addition to our regular line of "BRISTOL" Steel Fishing Rods, we have brought out a new "BRISTOL" De Luxe Rod—two models, a trout fly rod and a bait casting rod—with silk winding covering the entire length. The joints are reinforced with silk winding.

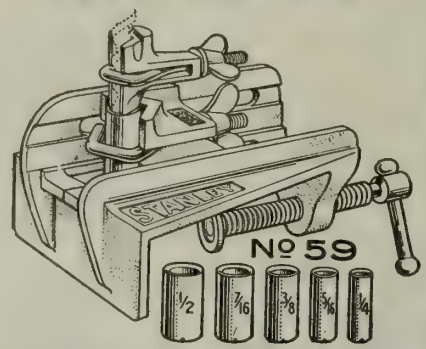
The guides are also wound on with silk. Over this is a water-proof finish. On top of the water-proof finish is the very best finish similar to that used on the highest grade split bamboo rods. These silk windings and reinforcements add fully 40% to the strength of the steel rods, and in addition, in the fly rods they take away the action so that it duplicates that of the highest quality bamboo rods. This produces a rod that is practically unbreakable, that cannot warp, lose its balance or shape, that has many times the strength of bamboo and yet has all the essentials of feel, hang and action identical with the finest bamboo.

The new silk wound De Luxe "BRISTOL" has been advertised in beautiful full-page and four-page color advertisements to approximately half a million fishermen. We are receiving inquiries and orders from dealers from every part of the country.

Place your order with your jobber at once, or write to us for full particulars, color prints, dealer helps, circulars, newspaper electros, etc.

THE HORTON MFG. COMPANY, 302 Horton St., Bristol, Conn.

Stanley Tools



DOWELING JIG

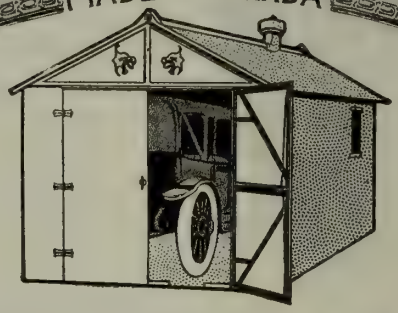
A most unique tool that will enable the user to bore dowel holes in the edge, end or surface of work with the greatest ease and with absolute accuracy.

A tool that will immediately commend itself to Carpenters, Cabinet Makers, Pattern Makers—in fact to every artisan or amateur who has occasion to do any kind of doweling.

A special circular describing same in detail is ready for distribution. May we send you some with your imprint? They will interest your wood-working customers and bring you business.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

PEDLAR'S "PERFECT" PRODUCTS
MADE IN CANADA



Every Hardware Man Can Make Money

taking orders for Pedlar's "Perfect" Garages, all metal or metal clad. We have an interesting proposition to make to Hardware Men in all parts of Canada. If you want to know how hundreds of others are making money without any special effort.

Write TO-DAY

for full particulars. Address nearest branch.

THE PEDLAR PEOPLE, Limited
Established 1861
Executive Office and Factories:
OSHAWA, ONTARIO
Branches—Montreal Ottawa Toronto London Winnipeg
7-N

Our
Tiger Broom
50c.

is made to suit the most particular people. A real fine **Carpet Broom** on a **polished** handle.

Try a sample shipment of our 35c., 40c., 50c. and 60c. lines. They will **please** you.

We make **Factory Brooms.**

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.



You Can Save Money

These days by making your own bread.

And you needn't be afraid of the result—even if you never made a loaf of bread before in your life—if you use a

CANUCK BREAD MIXER

We can prove, by actual figures, from actual experiments we have made, that by using the CANUCK and producing clean, sweet, wholesome, home-made bread, in preference to buying the baker's factory product, you can effect

A Saving of 100%

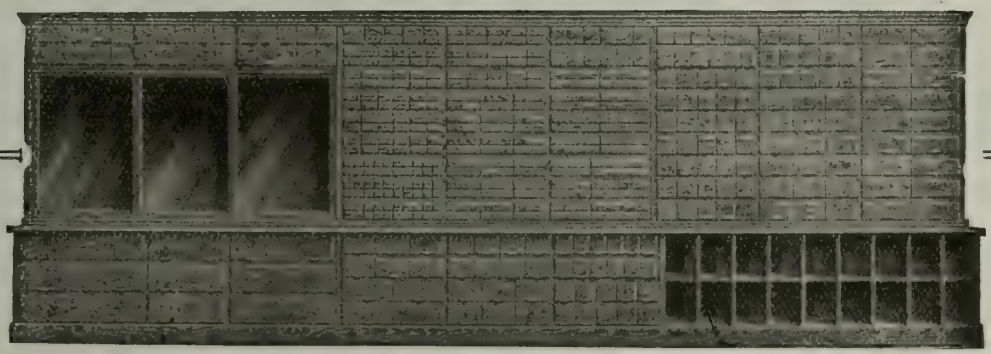
This conclusion is based on a 6c loaf—and the percentage of profit to CANUCK users will exceed 100% in the same proportion that the bakers have advanced their 6c price in your locality.

Even with those who can afford to waive the consideration of price (and how many are really in a position to do so to-day?) the CANUCK still asserts its superiority, in that it offers a sanitary, cleanly, sure and certain method of perfect bread-making not obtainable by any other means.

CANUCK Bread excels in nutritious, health-giving, body-building qualities—has all the attributes essential as an ideal exponent of the "staff of life."

Bring your customers up to a realization of the value of good health, good appetite and good digestion, and the saving in household expenses effected by the presence in the kitchen of the CANUCK.

E. T. WRIGHT CO., LIMITED - HAMILTON, CANADA



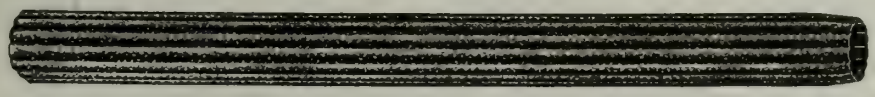
ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO



OUR CONDUCTOR PIPE has an absolutely tight and straight seam and each length is reduced at one end, making it easy to fit together when erecting.

EAVESTROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS, VENTILATORS AND CORRUGATED IRON

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



28 "Service" Branches Throughout Canada.



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

To take care of your requirements more fully we are spending

$1,020,000.00

in extending our "SERVICE" facilities

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 3, 1915. No. 14

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President. H. T. HUNTER, General Manager.

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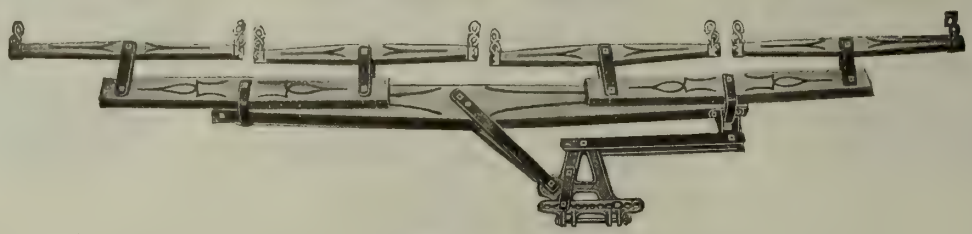
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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; other countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

No. 20 Heider Four-Horse Gang, Sulky and Disc Plow Evener



THIS Evener works four horses abreast on either gang, sulky or disc plow, with one horse in the furrow and three on the unplowed ground. Is made very strong and durable in every respect; castings of malleable iron; straps of steel; works free from side draft; all four horses pull equal; coupled very short; made very simple, nothing to get out of order, easy to attach. Owing to the way our Four-Horse Evener is constructed, the draft straps have very little slant, which causes the Evener to work very freely. The length of the eveners and singletrees on this Four-Horse Evener gives the horses plenty of room to walk and pull freely. Can be attached to any gang or sulky plow that has a cross clevis, or disc plow that has a broad, flat draft bar, and with our Clevis Attachments can easily be attached to frame hitch gang or sulky plows, or plows that have a vertical clevis. Can be used on either right or left hand plows. Weight, complete, 55 lbs.

Advertised in all leading farm journals—Let us refer enquiries to **YOU.** Ask about our mailing proposition (**in your name**) direct to the farmer.

"Heider" Eveners, Singletrees, Doubletrees, Neckyokes, are all Fast Sellers.

MACKENZIE BROTHERS - WINNIPEG

WHOLESALE HARDWARE SPECIALTIES

SAFETY FIRST

The Stanley No. 915 is a bona-fide Safety Hasp

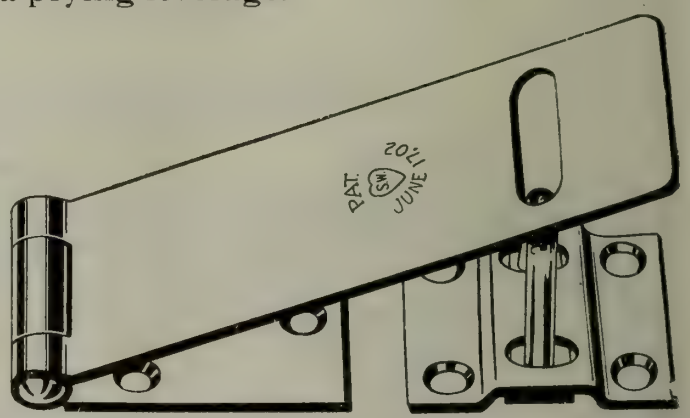
When the Hasp is Locked no Screws are Visible

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage.

The Trade-Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7-inch—the 7-inch being extra heavy and strong. Plain Steel, Japan, Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.

MADE BY

The Stanley Works New Britain Conn.
New York Chicago



A. Macfarlane & Company, Montreal
Canadian Representative

HARDWARE AND METAL

Vol. XXVII. APRIL 3, 1915 No. 14

Proposed Bulk Sales Act, 1915

Bill Introduced in the Ontario Legislature This Week—May Not be Passed this Session —Features of the Act Respecting the Purchase, Transfer and Sale of Goods and Chattels in Bulk.

READERS of Hardware and Metal engaged in the manufacture, wholesaling or retailing of hardware will be interested in the provisions of the porposed "Bulk Sales Act, 1915," respecting the purchase, transfer and sale of goods and chattels in bulk. The Canadian Credit Mens' Association in conjunction with the Retail Merchants' Association, had the bill introduced in the Ontario Legislature on Tuesday afternoon of this week. The bill was introduced under the name of W. D. McPherson, M. L. A., but was presented by J. R. Dargavel, Member for Leeds. As readers will see by the provisions of the Act given in this article, the Act is a measure that will make it compulsory for parties selling out their stocks in bulk, whether they be of merchandise, farm equipment or household furniture, to give their creditors ten days' notice by registered mail, and to publish a notice in their county paper, and failing to furnish a list of their creditors with the amounts of their liability to the purchaser, and covering same by statutory declaration, the sale will be void and creditors will have the right to possess the stock by due process of law.

The principle of the bill has been sought by wholesalers and manufacturers for the past five years. Some features at first opposed by the retailers have been eliminated or modified and the Bill in its present form has the approval of the Retail Merchants' Association, and opposition from the retailer has been removed. When the Bill was presented the Premier stated that he did not know that there would be time to pass the Bill at this session but the officers of the Association are hopeful that the Bill may become law this session.

Following are the provisions of the Act respecting the purchase, transfer and sale of goods and chattels in bulk:

His Majesty by and with the advice and consent of the Legislative Assembly of the Province of Ontario, enacts as follows:

Short Title.

1. This Act may be cited as "The Bulk Sales Act, 1915.'

Interpretation.

2. In this Act,—

(a) "Creditor" shall mean and include a person to whom the owner of a stock of goods, or of any share or interest therein is indebted, whether the debt is due and owing or is not yet payable, and any surety for such owner, or the endorser of any promissory note or bill of exchange who would upon payment by him of the debt, promissory note or bill of exchange in respect of which suretyship was entered into or such endorsement was given, become a creditor of such owner.

Sale in Bulk.

(b) "Sale in Bulk" shall mean a sale or transfer of a stock or of any part thereof or of any class of goods, wares, merchandise or chattels included in the same made by the vendor out of the ordinary course of his business, trade or occupation.

Stock.

(c) "Stock" or goods shall mean and include:

(a) The goods, wares, merchandise or chattels in which any person trades, or which he produces, or which are the output of any business, trade or occupation carried on by him.

(b). Live stock, implements, vehicles and grain.

(c) The furniture, household fixtures and utensils in an hotel, lodging house, boarding house or residence.

3. Before making any sale in bulk the owner of any stock shall (a) give notice thereof to each of his creditors by registered letter addressed to the creditor at his place of business or place of residence, and mailed at least ten days before the sale in bulk shall take effect and (b) publish at least ten days before the sale in bulk, in some newspaper published in the county town of the county or district in which he resides or in a daily newspaper published in the City of Toronto, a notice of his intention to sell or transfer the stock containing a general description of the stock, with his name and the address of the place at which he carries on his trade, business or occupation.

4. Every sale in bulk of a stock shall be void as between any creditor of the owner of the stock, and the purchaser or transferee, unless the purchaser or transferee before taking possession of the stock or paying over or delivering any part of the purchase money or other consideration for the sale in bulk, has procured from the owner of the stock a statutory declaration, made by the owner, and setting out the names of the creditors of the owner, and the amounts due to them respectively, or for which the owner may be liable to them, and stating that notice has been duly given to them and published as required by Section 3, and stating the dates at which such notice was mailed and published.

5. If the purchaser or transferee has not procured the statutory declaration mentioned in Section 4, any creditor of the owner, or vendor, may proceed against such purchaser or transferee, and against the stock or any portion thereof, or the proceeds of any such sale in bulk, in the same manner and to the same extent as in the case of any sale of goods which would under the law of Ontario be void or voidable as against creditors of the vendor at the instance of a creditor or of an assignee for the general benefit of creditors.

6. Nothing in this Act shall apply to

(Continued on page 49.)

The Housecleaning Campaign

Suggestions for Housecleaning Advertisements—Making the Newspaper Pull Business —Are Advertisements Read—Care in Preparing Advertisements.

THE brushes, brooms, and dusters are mobilizing, and housewives throughout the country have started the annual war on dust and dirt. As in former years huge amounts of ammunition will be needed to oust the dust that has accumulated during the winter months, and to polish or brighten up furniture, floors, woodwork, etc. The question that naturally arises is, where will the housewives get the cleaning supplies they need for housecleaning? The question can only be answered by the retail merchants—the merchants who go after the housecleaning trade in the most aggressive manner will probably get the business.

One of the best business-getting mediums for the merchant in the small city or town is the local newspaper. Most hardwaremen advertise in the newspapers prior to Christmas, and receive in return a large share of Christmas trade. That is a splendid idea, but what is to prevent the merchant from conducting a campaign prior to the housecleaning season and secure in return a good share of trade in housecleaning supplies.

The housewife is very susceptible to suggestion when it comes to talking about the home. It is usually one of her hobbies to keep it in a clean, sanitary condition and when advice is tendered, and particularly through the newspaper, she is only too eager to consider it carefully.

On this page and the following pages are presented suggestions for advertisements on housecleaning lines. This is a year when every retailer must look to increasing his turnover by selling as many lines of goods as possible. Probably in the advertisements suggested here are lines that have not in normal times been pushed very hard. A little selling effort is bound to bring results, and if new goods are sold this year, they are going to take the place of, in some instances, decreases in sales of staples. This is not a year for giving up. The times necessitate greater energy than ever being putting into selling work.

Too many retailers in writing their advertisements simply present lists of goods they have for sale, overlooking the more important matter of describing them or telling some interesting features about them. In the advertisements presented on the pages, the feature is the uses told of the lines advertised. It is by this method readers get interested.

The advertisements presented here are simply suggestions. They can be changed around to suit the requirements of each individual merchant and cut down or enlarged in size as desired. One advertisement is shown without illustrations of any kind. In this advertisement 14 lines of cleaning goods are featured. Nearly all of these are carried by hardwaremen and no doubt many of the lines are not pushed as they should be, but are shown or sold only when asked for by customers. Illustrations could be used in this advertisement if desired. The other advertising suggestion shows how small electros can be used to feature housecleaning supplies. These electros and many others shown in our electro assortment can be secured from Hardware and Metal at a cost of fifteen cents each. The use of electros gives the advertisement a distinctly hardware appearance and it will stand out prominently among the other ads. in the newspaper. Illustrations of this kind are particularly desirable in preparing circulars or small bulletins for distribution to customers.



Suggestion for Housecleaning Advertisement.

There is no good reason why hardwaremen should not secure more of the housewives' trade this spring than ever before. Sales in some departments will probably show a falling off this year and this can be offset largely by aggressiveness in pushing goods that have in a sense been more or less neglected when times were real good and business was booming.

Housecleaning will take place this spring as usual, and many thousands of dollars worth of housecleaning supplies will be needed.

The question the hardwareman asks himself is whether or not his advertisements are read. If his advertisements are not read, he is losing a large amount of money, which he is paying to his newspaper. There is one thing sure, and that is, he should not undertake newspaper advertising unless he can see his way clear to give his advertising the time and thought that it deserves. Newspaper advertising if properly applied will pay big dividends; but if neglected, will be an expensive luxury, bringing little or no returns.

In the busy newspaper office time is at a premium. Too much attention cannot be given an advertisement to ensure an attractive appearance. Usually the newspaper ad.-man arranges the type matter so as to be identical with the manner in which the copy is written. It is therefore left to the advertiser to see that his copy is so written as to produce an attractive appearance when printed, or else to have a "lay-out" sheet accompany the copy, so as to make clear the desired arrangement of the type matter. The advertiser should see to it that his ideas are so clearly expressed on the lay-out that the best possible ad. may be composed.

One of the most glaring faults to be found with present-day advertisements is over-emphasis. If you will look over the ads. in your local newspaper you will readily see that for every one that stands out in a dignified manner, courteously displayed and delivering the message in a clear, simple, and concise way, you will frequently find a large number of inapt makeshifts. Ads. overburdened with large, bold-face type or underscoring, not only weaken the ad. and confuse the reader, but usually fail to feature the essential points intended to be brought out.

Ads. laden with bent and twisted rule work, unattractive ornaments, irrelevant borders, meaningless illustrations, etc., surround the ad. with a repellent atmosphere and greatly minimize its pulling power by not utilizing the space thus wasted for effective display and legible text matter.

Remove the Dust and Dirt and Save the Doctor Bills

THE earlier the house is given a thorough cleaning the better. During the long winter, with stoves and furnaces going all the time, dust and dirt accumulates in every nook and corner. In the winter, too, there is usually insufficient ventilation in the home, and disease germs find no better breeding places. Just because they cannot be seen is no indication they are not there—take no chances, but get your supply of house-cleaning ammunition at once. Read carefully these suggestions:

Powdered Ammonia

Softens the water and eases the work of rubbing the floors and furniture. Blank brand, **10 cents** per package.

Sweeping Powder

Why sweep in clouds of dust when you can prevent it by the use of a little sweeping powder? Use it on the floors, rugs and carpets. Large can, **75 cents**; small can, **35 cents.**

Chloride of Lime

Nothing better for the closet or for sweetening drains. Every home should always have a supply on hand—one of the finest chasers of disease germs known, and the price of a tine is small, only **15 cents.**

Liquid Ammonia

Some prefer the ammonia in liquid form. Simply moisten the cleaning rag with it and it's ready for use. A good-sized bottle for **15 cents.**

Sink and Bath Tub Cleanser

You know how hard it is to get the dirt off the sides of the sink and bath tub. Blank brand is a powder which does the work with the least amount of rubbing. Per can, **20 cents.**

Lye

Another fine disinfectant is lye—there are few houses which do not keep a plentiful supply on hand. It will take up grease and other dirt from the floors as quickly and easily as anything. Per tin, **20 cents.**

Furniture Polish

To make the chairs, tables, window sills and other furniture clean and bright, use Blank Brand. Just rub it on with a clean cloth and it will produce a bright shine like new. Per bottle, **25 cents.**

Silver Polish

The table silver, no matter how good it is, soon tarnishes. Brighten it up with ———. This is guaranteed to brighten silver and give it a shiney, new appearance. Per bottle, **25 cents.**

Metal Polish

For shining up the brass knobs on the buffet and other furniture, a good metal polish is necessary. Try ——— Brand—it is recommended for pots and all metal fittings about the house. Per can, **15 to 50 cents.**

Brushes and Brooms

Did you ever think how much time could be saved the year round by brushes that get behind and under the stove and the radiators, and between the spokes of the broom? Why not make your work lighter? A full supply to choose from.

Dustless Mops

These mops are working wonders in thousands of Canadian homes. They get into the corners and pick up all the dirt. For your housecleaning campaign this year let the dustless mop help you. Different sizes. Prices from **75c to $1.50.**

Vacuum Cleaners

The modern vacuum cleaner gathers the dust—and holds it. The vacuum cleaner has revolutionized housecleaning methods, and enables the housewife to thoroughly rid the house of dust and dirt with the least possible amount of labor. We would like to give a demonstration in your home. Prices range from **$8 to $150.**

Mops Washboards and Clothes Pins

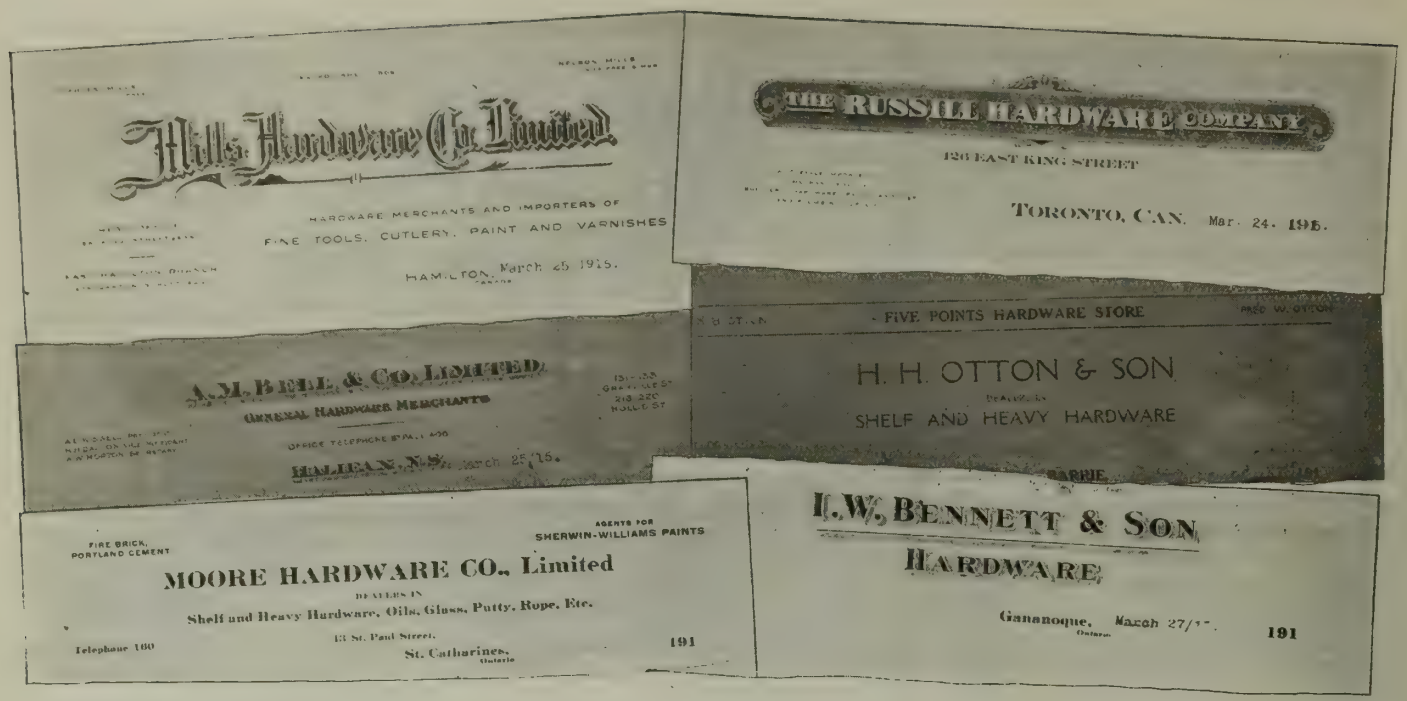
A full supply on hand of all kinds of woodenware for the cleaning season. Come in and let us show you our stocks—made by the most reliable manufacturers.

Please remember we guarantee every line of house-cleaning helps advertised—they have all been tried and tested. Select your requirements at once from a full stock.

JAMES THOMPSON & SON,

75 Main Street Phone 196

Above is tendered asa suggestion for a housecleaning newspaper advertisement. Retailers will fill in the brand names they wish to advertise and their own prices.



What Successful Hardwaremen Think of Our Spring Number

The Russill Hardware Co., Toronto, Can.

"We are in receipt of the Annual Spring Number of Hardware and Metal, and felt compelled to express our satisfaction with it and to congratulate you on such a splendid and successful number. While your publications of a like kind in the past, have always achieved a high standard of excellence, we think that this time, you have surpassed yourselves. The excellent quality of the paper, the splendid typographical work, the large number of clear and striking illustrations, and the attractive, interesting, instructive and practical articles on the many phases of hardware business, combine to make it a publication which will not be lost sight of by the trade in Canada.

Wishing you continued success and assuring you of our lively interest in and appreciation of Hardware and Metal, we are,

Yours truly,
The RUSSILL HARDWARE CO.,
FRANK J. RUSSILL,
Mgr."

* * *

Moore Hardware Co. Ltd., St. Catharines.

"There is no possible doubt that the Spring Number of Hardware and Metal has certainly excelled any previous issues. It not only contains a vast number of Canadian manufacturers' ads., but English and American as well. It is nothing more nor less than a regular Encyclopedia to the hardwareman. The market reports from week to week are absolutely reliable, which is a very necessary thing at this time of so much price changing. I have been a reader of Hardware and Metal for Twenty (20) years, and the information gathered therefrom has been invaluable. You have our congratulations in publishing the "Best Number" of Hardware and Metal yet printed.

Yours truly,
MOORE HARDWARE CO., LTD.,
Per J. B. ARCHER."

* * *

A. M. Bell & Co. Ltd., Halifax, N.S.

"We beg to say that although a careful reading of your annual spring number has not yet been possible, a glance through its splendidly illustrated pages and editorial matter convinces us that you may very well feel proud of this issue as being probably the best of its kind ever published in Canada.

It shows that the hardware and paint manufacturers of Canada together with the wholesale trade in hardware are fully alive to future trade conditions and ready to take advantage of the better times that are in store for Canada in the year upon which we have but recently entered. We in the Maritime Provinces are getting our fair share of business.

Yours very truly,
A. M. BELL & CO., LTD.,
Per A. B. WISWELL,
President."

• • •

Mills Hardware Co. Ltd,, Hamilton, Can.

"Just received our Hardware & Metal Spring Number and wish to congratulate your Editor on this successful issue.

The most striking feature from cover to cover lies in the fact that each section from Editorial down to advertising has been given equal prominence. There is no question but that every hardwareman

will read and re-read this issue in order to digest the valuable suggestions and ideas contained therein.

We take much pleasure in writing this short comment on your issue.

Yours very truly,
MILLS HARDWARE CO., LTD.,
Per N. MILLS,
Vice. Pres. and Mgr."

* * *

H. H. Otton & Sons, Barrie, Ont.

"Your special Spring Number of Hardware and Metal arrived only yesterday. Was rather disappointed at not getting it sooner as it comes so regularly on Saturday and as I have been a reader of your magazine for over 20 years it seems like something is lost when you have not got it. I must say you are to be congratulated on this splendid edition. The front page is a beauty and is very striking.

The articles throughout the whole edition are excellent and are worthy the most careful attention of every hardware dealer. Wishing you still greater success, I am,

Resp. yours,
FRED. W. OTTON."

* * *

The Martin-Senour Co., Ltd., Montreal.

"On the whole we consider it a credit to trade journalism. The editorial pages ought to give hardwaremen a great many ideas in store management and window and store display. Your articles on paint and varnish selling are particularly worthy of note, and your color page is especially appropriate as it symbolizes in a direct way one of the most important industries upon which Canada's prosperity relies at this time. We are also glad to note the improvement from year to year in the advertising copy put out by Canadian advertisers.

We have no doubt that the issue has met with the general approval of the trade, and with continued good wishes, we remain,

Yours very truly,
THE MARTIN-SENOUR CO., LTD.,
W. H. GERKE,
General Manager."

* * *

Kuhne-Anderton Mfg. Co., Port Hope, Ont.

"We believe your Annual Spring Number to be the most careful in setting and arrangement of any issue we have seen since advertising in your Journal.

The retail hardwareman should profit from the reading matter also from the advertisements contained therein, as the Journal in general should be quite a help in selecting goods. We are,

Yours very truly,
KUHNE-ANDERTON MFG. CO.,
Per JAMES ANDERTON, JR."

• • •

Easy Washer Co., Toronto.

"We are in receipt of your copy of Hardware and Metal Annual Spring Number and are very pleased in the way you have used our ad. as well as the position you have given us in the classified index. We trust this will be the beginning of a profitable connection, and we will be glad to make arrangements for future copies.

Yours very truly,
EASY WASHER CO.,
F. H. REID, *Manager.*"

Frost Wire Fence Co. Ltd., Hamilton, Ont.

"Your Spring Number was received yesterday and we must congratulate you on getting out such an elaborate booklet. It certainly should be one of valuable information to the hardwaremen and should prove not only helpful to them but a good trade getter for your advertisers.

We are quite well pleased, not only with our page in the book but also with our past service with yourselves.

Yours truly,
FROST WIRE FENCE CO., LTD.,
C. C. MORIN,
Assistant Sales Manager."

• • •

Channell Chemical Co. Ltd., Toronto.

"We are in receipt of your Annual Spring Number, 12.

We are very well pleased, and think it contains first-class reading matter.

The work on "O-Cedar Ad." is alright.

Yours very sincerely,
CHANNELL CHEMICAL CO., LIMITED,
A. T. CHANNELL, *President.*"

• • •

I. W. Bennett & Sons, Gananoque, Ont.

"Your Spring Number to hand, and I consider that this annual number is the best that you have yet produced, and is worth the whole year's subscription price to any hardwareman.

Wishing you continued success, I remain,

Yours very truly, W. W. BENNETT."

• • •

Wheeler & Bain, Toronto.

"We wish to congratulate you on the excellence of your spring number of Hardware and Metal, as we consider it should be a great help to all retail hardwaremen, and as advertisers we were much pleased with the general arrangement of the advertising matter.

Yours truly, WHEELER & BAIN."

• • •

The Roofers Supply Co. Ltd., Toronto.

"Your Annual Spring Number of Hardware and Metal has been received and gone over very carefully. It is indeed a paper which is creditable to its editors.

Yours very truly,
THE ROOFERS SUPPLY CO., LIMITED,
N. F. CULVERHOUSE."

• • •

Smith & Hemenway Co., Inc.

"We have carefully scanned over the pages of the Annual Spring Number of Hardware and Metal, and in conclusion, must express our intense satisfaction as to the quality of reading matter and advertising.

The reading matter we found therein is full of snap, well illustrated and to the point. The advertising matter represents a very careful array of typography blended into very harmonious effects.

This is the least we can say in crediting you for such a splendid number.

With best wishes for your hard work and with continuous success, we beg to remain,

Very truly yours,
SMITH & HEMENWAY CO., Inc."

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 3, 1915 No. 14

IT LOOKS AS if there might be some monkeying with the parcel post zones. The retailers should see that there are no thin wedge edges injected into the present arrangement.

* * *

WITH A VIEW to encouraging the Made-in-Canada movement, the Chambre de Commerce, Montreal, has taken a stand in favor of the establishment in that city of a permanent commercial exposition. Such an exhibit to contain samples of all foreign-made goods imported into Canada and full information regarding them, so that Canadian manufacturers might undertake their manufacture.

* * *

PLANS HAVE been discussed at Washington by the United States Government officials for the sending of a warship to Yucatan to take money necessary for the movement of the sisal crop of Mexico which is required for the binder twine output of the current year. There is $625,000 in the vaults of the banks of Galveston, Texas, which the American manufacturers propose to advance to the Southern growers to get the wanted material out of the trouble zone.

The warship will be sent unless there is further improvement in the situation. At present there are prospects that there will be a serious shortage of binder twine when the harvest season comes. However, there is comparatively good news in the report that the burning of the sisal fields, as reported, is not true.

* * *

ELSEWHERE in this issue appears a complete report regarding the proposed "Bulk Sales Act, 1915," which was introduced in the Ontario Legislature during the past week. Every hardwareman should study the bill closely and take such action as he may see fit. The bill was for a long time opposed by a section of retail merchants but it is quite apparent that the objectionable features have been removed, for the bill now has the approval of the Retail Merchants' Association. Merchants who are doing business in a legitimate manner and whose dealings are square, need have no fear of the Bulk Sales Act. The retail merchant also secures protection from dishonest creditors and this is a feature of the bill which should meet with the hearty approval of all retailers.

* * *

OFFICIALS OF the Harbor Board at Montreal are predicting that the ocean channel from Montreal to the ocean will be open by the 10th of April. Already it is stated that the river is clear from Three Rivers to Quebec and as soon as the ice breaks away from Lake St. Peter the last obstacles will be removed. This prediction would mean that the opening of navigation from Montreal would be about ten days earlier than usual, the average for several years past being the 20th to 25th of the month.

The wholesale and retail hardware trade is directly interested in view of the fact that there is heavy booking throughout the winter season for spring delivery and not only does early navigation mean the comparatively early delivery of goods, but it means reduced freight charges because from the 1st of April every day of delay is likely to result in higher carrying charges on goods required and transported by the railroads.

Higher Paint Prices

THE markets for raw materials used in paint manufacturing have developed very unsettled conditions since the outbreak of the war. Not only has there been the advance in the tariff, which has applied to many commodities imported, but other factors have figured to an important extent to raise the cost levels. With the increasing prices for pig lead has come an advance of 55c in white lead, while zinc has become so erratic and uncertain that some makers have withdrawn prices while others have made advances of several cents; linseed oil in sympathy with the price of flax has increased in cost from 5c to 10c the gallon; colors have not only become higher in value but very scarce on account of German supplies being cut off and there is possibility that some shades will have to disappear from the color cards, although the great majority can be replaced with substitutes; chemicals have also been in small supply and the general tendency is for higher prices.

Under these conditions there is only one logical course for the manufacturers and that is to advance the prices of mixed paints. Up to the present the old prices have prevailed, due largely to the fact that the tariff advance came between seasons when part of the spring placing had been done. Thus the basis has prevailed but the intention is to make a general change before another season and new prices are likely to go into effect during the month of April or early in May.

Report has it that the price increase will be based in a general way on the tariff advance, which would be about 7½%, but this does not necessarily apply in this situation as there are other factors to be con-

sidered. Besides the duty there are direct price influences for which the war conditions are responsible as in the case of lead, oil and chemicals.

Paris Green Inspection

THE Inland Revenue Department has just issued a report dealing with the samples of Paris green purchased by inspectors throughout Canada. Inspection was made in the districts of Toronto, Hamilton, Windsor, Rocky Mountains and Vancouver, consequent upon complaints received to the effect that an article of unsatisfactory character was being offered at Paris green. It is pleasing to note that, so far as the report is concerned (the products of nine manufacturers were represented in the samples tested) such complaints have been without foundation. The names of the manufacturers are not given here, but will be supplied to readers of Hardware and Metal on request.

Paris green is defined in the 5th schedule to the Adulteration Act, as follows: "An insecticide containing at least fifty per centum of arsenious acid, and at least thirty percentum of cupric oxide and being completely soluble in aqueous ammonia." It is said by the department that all the samples analyzed were found to meet legal requirements within such narrow limits as to make the article perfectly satisfactory. Paris green has been examined on several occasions since 1895, but the recent examination is the first to result in all the samples being found genuine. The report shows clearly that at least nine manufacturers are selling Paris green that is not adulterated.

Cutlery Prices Advance

THE latest advance in the price of cutlery at Sheffield, England, will not come as a surprise to the trade for further advances over those reported in Hardware and Metal some time ago were predicted by the paper and by Canadian distributors who are conversant with movements in the Sheffield cutlery trades. The lines affected are scissors, razors and spring cutlery. The Ironmonger in referring to the advance states as follows:

"Wages in the several branches of the spring-knife industry were increased by 5 per cent. last autumn, and have just been raised again by a like amount, while the scissors and razor workers have obtained much more substantial advances still. The effect of the war is felt in the cutlery trade in the shape of greatly enhanced prices of steel and nearly everything essential to manufacturing and of all the various materials used in the workshop. When the burden of increased taxation is taken into account it will be seen that the costs of producing cutlery are appreciably heavier than they were six months ago. In comparison with the serious advance in price of many goods, the cutlery makers deserve some credit for their moderation, and the workmen have been equally reasonable in their demands. The increase will doubtless be unpalatable to some of the retailers on the ground that it may lessen their margin of profit, but their remedy is to charge the public higher prices. We do not believe that the sale of cutlery will be affected adversely if the cost of a knife or razor is raised by a few pence. Cutlery is very cheap in relation to other goods of equal utility and workmanship, cheaper, it is said, than it was half a century ago. The alleged difficulty of raising the retail prices of cutlery has always, we think, been imaginary, and an increase is greatly simplified now by the absence from the market of low and medium priced German goods. It is just possible that the present conditions of the trade may educate many of the public to a recognition of the truth that cutlery of good quality is the most economical in the long run."

Means Much to the Retailer

EIGHTY million dollars is the approximate amount of war orders secured recently by Canadian firms from the Russian military authorities. These orders are for shrapnel shell principally and they mean that a large number of men will be kept busy for a long time. While we all regret that conditions in Europe have made it necessary for factories in any country to turn out such vast amounts of death destroying missiles, yet these conditions have to be met and we are glad that Canada is getting a share in the manufacture of the weapons with which to meet them.

This big contract has been sublet so that factories in various parts of the country are engaged in the work, all of which will mean much to the retail trade. It should help greatly in keeping business as usual.

It has been stated that already 100,000 shrapnel shells have been manufactured by Canadian firms and have gone to Europe and that the orders from Britain alone have totalled somewhere in the neighborhood of $60,000,000. The whole thing has meant an increase in the size and staffs of plants that before the war were closed or practically closed down from lack of business.

With the majority of our other factories operating and with the farmers getting big prices for their grain and a vast harvest assured them this year, we in Canada have every reason to be elated. Spring is with us once again and all the advantages that it brings with it are due, including the reopening of navigation, a revival in building and the commencement of the spring work on the farm.

World Wheat Supplies

SOME figures in connection with the visible supplies of wheat in the different countries of the world are worth noting. The European visible supply of good stuff is practically 90,000,000 bushels, that is 6,000,000 bushels in excess of the same time last year.

On the other hand our own visible supply in Canada is over 10,000,000 bushels below what it was a year ago and that of the United States is about 10,000,000 below March last year. A reliable authority estimates that at the present time no less than two billion bushels of wheat are tied up. This enormous sum represents 50% of the world's production of wheat. Even supposing that next year the warring nations of Europe produce a crop half as good as last year there will still be a deficit of one billion of wheat. Canada as a great wheat producing country thus has her chance. We need "production more than usual" in wheat almost above everything else. Canadians might very well see the handwriting on the wall and do as much as they possibly can to increase the production of wheat. When the war is over we have got to begin to think about feeding the people that are now starving to death.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Steel Market and the War—Canada Expanding —Let the Rich Spongers Pay.

Steel Market and the War

From American Metal Market.

THE fall of Przemysl, the probable entrance of Italy into the war, betting of even money at Lloyd's that the war will be over by June 30th and the approach of the date when Lord Kitchener recently said the war was going to begin are incidents that strengthen materially hopes that the war will be ended this summer. Soon there may be opportunity to modify these hopes into expectations as additional features are injected in the situation. It is rightly said that for the major part the allies have been on the defensive and to turn a defensive into an offensive campaign is a great undertaking, but there is this also to be said, that in the early part of the war the strategy was, on account of Germany being prepared and the allies unprepared, entirely on the part of the Germans, but in the nature of things the French and English are strategists also and we may now soon see strategy on their part. German strategy has been played; French and English has not.

Americans have been slow at making up their minds about this war, or indeed at forming any definite conclusions at all, but we think there has been a fairly general sentiment that this war, as all others, will towards its close or just after its close produce a sudden quickening in business, sometimes called a boom. It may not be long until men begin to look forward to that boom, and anticipation of such a thing usually results in its materialization. If the end of the war becomes discernible there will be a rapid loosening in funds for investment, according to the views of nearly everyone.

As to the steel trade, the market situation of late has been clearly that this one thing is needed to put on the finishing touches. We have lately had an almost normal demand for the steel products of everyday consumption, and a striking lack of demand for the steel products that enter into permanent work. The railroads have been buying scarcely anything, and the amount of structural business, for bridges, hotels, office buildings, factories and other industrial development, has been extremely light. A loosening up of investment funds is clearly the first additional thing needed to raise the steel industry to a plane of greater activity and prosperity, and all the possible trade influences of the future taken together cannot compare in importance with the one influence that war prospects present. We realize that such a view is not universally entertained but we believe it is the correct view.

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Canada Expanding

From Buffalo Commercial.

ONE advantage will be gained by Canada through the war. It has given stimulus to a campaign for greater agricultural production and will thereby bring under cultivation thousands of acres of land heretofore idle. During the past five months plans have been perfected by which twenty per cent. will be added to the area of land under cultivation this year.

There are many thousands of fertile acres in Canada still undeveloped, which will rapidly be converted into productive farms. Increased population, greater wealth, the demand for enlarged industrial plants, remunerative rewards for the workers and better markets will be some of the benefits derived from the conflict, as it affects the Dominion. Blessings in disguise are not easily interpreted, but Canada will in the coming years look back upon the agricultural development of 1915 as an instance of unexpected good fortune.

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"Let the Rich Spongers Pay."

From Sydney, Australian Bulletin.

THERE is no reluctance to go to war on the part of young Australians. On the contrary. There is not one healthy young man in a hundred who would stay away, if he could be sure that neither his family nor he would be prejudiced financially by his departure. This is where the opportunity of the resolute stay-at-home of means comes in. The possibly indigent young man is willing to risk his health, perhaps his life, in the cause of Empire. Let the wealthy citizen who isn't in a position to do that, or who frankly doesn't want to, make it up financially to those who feel differently. If all the rich men who have no intention of approaching the front would drop writing futile letters to the papers, and, instead, call a meeting and individually pledge themselves to assist, according to the size of their incomes, the wives, children, parents and other dependents of the soldiers, the recruiting returns would go up with a bound.

• • •

One Way to Collect a Bad Bill

From Business.

SOMETIMES schemes have to be resorted to in order to bring delinquent debtors to time. It often happens that men who are perfectly good will neglect an account. The business house knows that they are all right, while ordinary methods for collecting fail to produce results. In other cases small balances are permitted to stand, that are too small to spend much time or money over, or for the reason that as the debtor is at some distance the expense of getting to him would more than eat up the amount involved.

Last week a retailer told of an accident that resulted in collecting a whole string of accounts that he had almost given up for lost. It happened that he had just bought a new writing machine for his stenographer, and she was slow in making out the bills, getting accustomed to the new typewriter. By mistake she struck a "3" instead of "1" in writing a bill for a delinquent, and instead of charging him $19.45 she charged him $39.45. It was only a few days until he showed up at the store, mad all through and looking for vengeance. He took the bill to the proprietor and stormed around about it. The proprietor acknowledged the mistake, but insisted upon payment. How to get that man into the store had been a puzzler for months, and here he was. The proprietor collected the bill, and the debtor went out satisfied that he had made him correct an error.

Next month he went through the ledger and took every account of similar nature, and told the girl to make mistakes on them all running from $20.00 to $70.00. Then he sat down to await results. The scheme worked. He heard from them all, collected a large portion of them, without further delay, and by diplomacy brought in the rest.

Practical Course for Sheet Metal Workers

Article No. 24 of Series

By CHARLES SEIVERS

IN article 22 we showed how the various patterns were to be developed, which would be necessary for the branches to be taken off a given main pipe.

Such branches are very often very necessary for air ducts, and in many cases such a branch will overcome the use of an elbow.

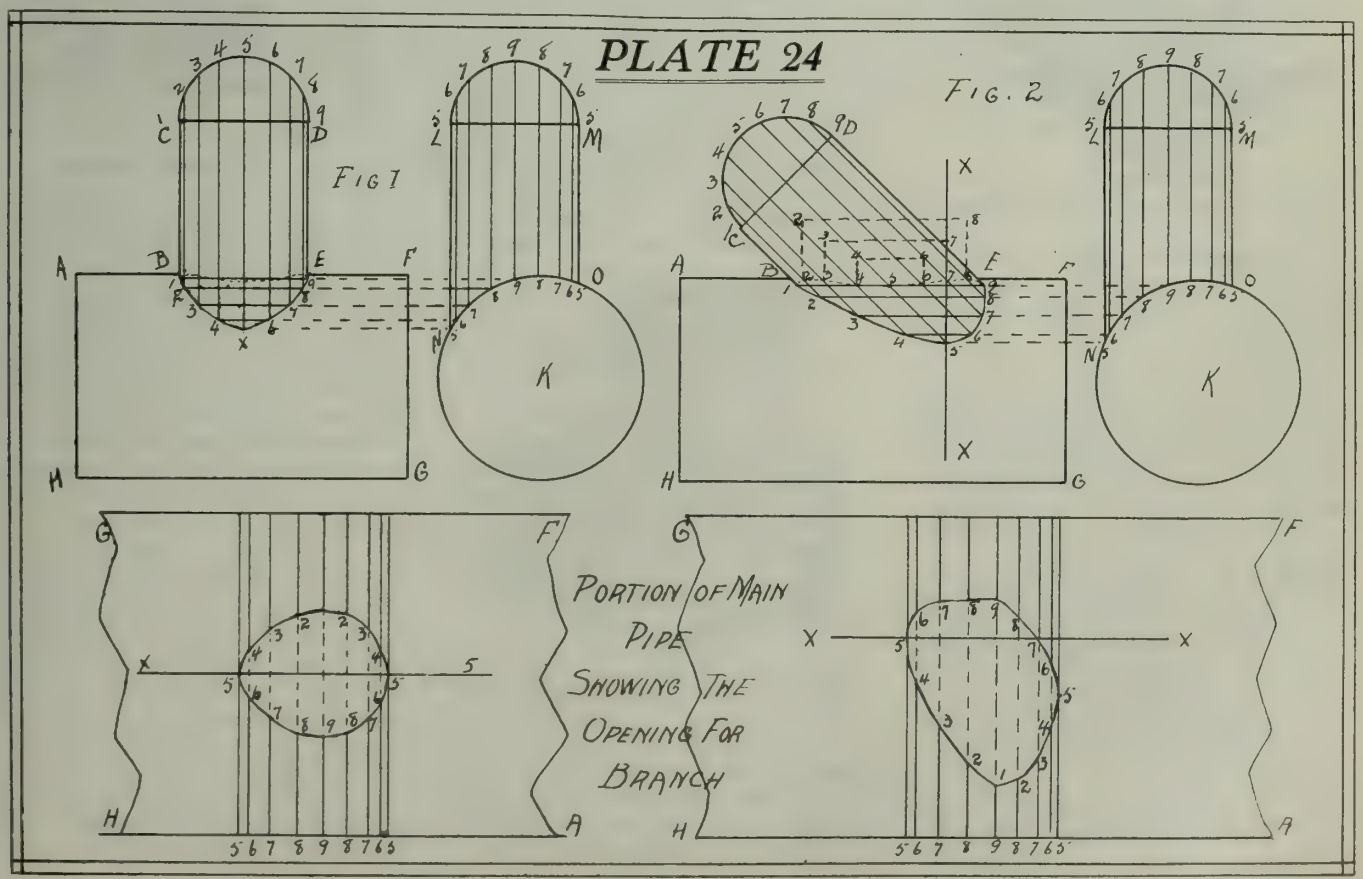
This article takes up the method of developing the pattern for the hole in the main pipe. Plate 22 and article appeared in our special spring number.

To develop this portion of Fig. 1, lay out portion of main pipe, as shown by G-F-H-A. On A-H set off the spaces between N and O on section at K, numbering them to correspond. From these points draw lines at right angles to H-A, joining them to G-F, these lines being the points on circumference where divisions from branch intersect. The next step is to mark off the width of branch on each line, using the line 5-X as a base line to work from. Measure the distance from 5-X to points 4 and 6 (in this case being a square branch, both sides are equal). Now, set off from a corresponding base line on pattern. Measure from 5-X to 3 and 7, 2 and 8, and 1 and 9, and set off in same manner from base line on pattern. A line drawn through points thus obtained will give outline of opening for branch.

In Fig. 2, lay out portion of pattern and set off divisions between N-O, as in Fig. 1. To mark off the distances between 1 and 9, 2-8, 3-7, 4 and 6 and point 5, we can work from line A-H, F-G, or a parallel line between them, as X-X, and use a corresponding line on pattern. (As in these figures the branch is not directly off the centre of main, it will be necessary in this case to measure the distances between these points, 1-9, 2-8, etc., on each side of centre line, 1-9), the side on elevation being shown by solid lines and the opposite side by dotted or broken lines (these are extended upwards to make clearer). A line drawn through the points thus obtained will give outline of opening for the branch.

PROVINCIAL WAR TAX.

Taxation of all the assessable land in Ontario at the rate of one mill on the dollar was the war measure proposed by Hon. T. W. McGarry, Provincial Treasurer, in his Budget in the Legislature this week. This on the basis of an assessment of $1,800,000,000 is calculated to raise a revenue of $1,800,000. The proposal is made only as a temporary tax, not to be continued after the war, but is to provide for such extra demands as may be made from time to time in order that Ontario may contribute its share towards meeting the burdens of the Empire at this time. Apart from this proposal, Mr. McGarry reviewed at some length the financial situation of the Province, claiming that the nominal deficit had been caused by extraordinary conditions, and had the estimates of last year been fulfilled the result would have been different. He submitted an estimate of the assets and liabilities of the Province, showing that over all charges there was a net surplus of $14,000,000.



New Hardware Goods

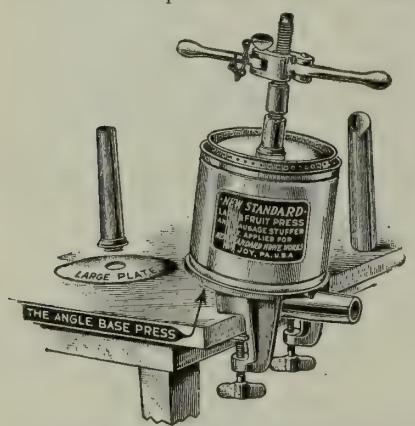
Offered Canadian Hardwaremen

FRUIT AND LARD PRESS.

New Standard Hardware Works, Mount Joy, Pa., offers to the trade the new standard "angle base" fruit and lard press and sausage stuffer. The makers state that the press has many new features as follows:—

The angle base, it is claimed, insures perfect quick drainage and prevents the press from twisting off the table when in use. This is due to actuating the pressure at a different angle than that surface to which the press is attached.

With the labor-saving pressure bar it is not necessary to start at the top of upright threaded rod and go all the way down to secure pressure at the bottom



New Standard Fruit and Lard Press.

or all the way up to refill the press. By means of a simple latch device it can be split at the centre and attached or detached at any place.

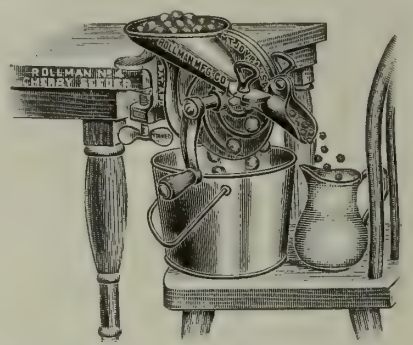
The perforated cup has a bottom. It is easy to refill, there being no danger of the contents dropping out or scattering over the press when removing same.

Dripping is prevented by the extra long over-hanging spout. A strainer or receptacle can be hung on same for restraining or catching the juices.

For sausage stuffing the large plate on sleeve is used (the small one is attached to sleeve by coarse thread) remove perforated cup and fasten stuffing spout to base; the press is then ready.

The press is manufactured in two and four quarts only. Sausage stuffing attachments extra.

The "new standard" press has two positive clamps cast integral with the main base, a simple and effective arrangement for fastening them when in use.



Rollman No. 4 Cherry Seeder.

NEW CHERRY SEEDERS.

Rollman Manufacturing Co., Mount Joy, Pa., are offering to the trade two new models of Rollman cherry seeders here illustrated. Seeder No. 3 is said to be a machine of graceful design, compact construction, tinned finish, adjustable jaws, and will seed any size cherry. The spirals on the feeding wheel are laid out on scientifically accurate lines insuring the best possible results for removing the seed from the pulp with the least possible mutilation. For packing, one screw is removed at the top of the standard, which permits packing the seeder in a box not nearly half as bulky as is usual for this type seeder.

The clamping device for fastening the



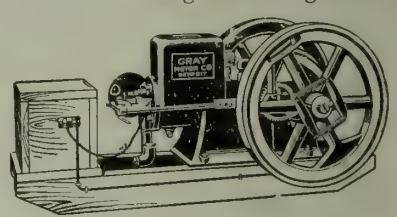
Rollman No. 3 Cherry Seeder.

machine to the table is the same as used on Rollman meat and food choppers. The clamp screw is made of steel and has cut threads instead of the ordinary cast iron screw. The seeders are packed in individual sealed corrugated cartons, six cartons (½ doz. seeders) to a corrugated container. Weight per gross 480 pounds.

The working principle of the No. 4 is the same as the No. 3, but by shortening and removing the construction of the standard the discharge spout points away from instead of over the table. This permits the use of much larger receptacles for receiving the seeded cherry and the seeds. The shipping weight is 456 pounds per gross. The Canadian representatives of the firm are Saunders and Wainwright, Montreal, Quebec.

GRAY STATIONARY ENGINE.

Gray Motor Co., Detroit, Mich., are offering to the trade a new product in their H.P. Model "G" Engine. The makers, in describing the engine, state as follows:—"All gasoline engines must



Gray Stationary Engine.

have good compression to be powerful. In starting a small engine, a man turns it over, and, when it comes up to the compression point, he gives it a quick, strong pull over this point and the engine starts. It is this quick, strong pull over the compression point that has been eliminated on the Gray 1¾ and 2¾ h.p. engines, so that any woman can start either one without this quick, strong pull kind of effort wsich is not always the right thing for a woman."

Another feature on the 1¾, 2¾ and 4 h.p. Model G engines is the new speed change screw, which permits the speed to be regulated from 300 to 600 r.p.m. The makers claim that the Gray is the only engine built with the speed screw adjustment, admitting of such a wide variation while running. It has no lock nuts on the governor weight spring. The position of the speed change screw on the engine is said to be handy, safe and away from the fly wheel.

Junior Clerk's Page

Self-Reliance

The Self-Reliant Man is Not Dependent on Time or Circumstances or the Service of Others—He Does Things Himself.

By DR. ORISON SWETT MARDEN.

EMERSON never uttered a more universal truth than when he said: "It is only as a man put off from himself all external support and stands alone that I see him to be strong and to prevail."

No youth is started right in life until he feels that it is up to himself to make good. Until he has gotten over the idea that he must wait for somebody to give him a lift, to boost or push him forward before he can begin his work; until he has decided that he, and he alone, shall be the builder of his career, the structure will never be built.

It does not matter how much ability you may have, how many diplomas, from college and university, you may hold, you will sink in the great business or professional sea if you do not develop self-reliance, if you do not believe in yourself, first, last, and all the time.

Everyone who has ever amounted to anything has courted responsibility, has been self-reliant, independent, courageous, even to daring. There is no place, especially in modern life, for the man who has no stamina, no courage in his nature, who is simply material for stronger minds to manipulate and use for their own advantage. The very idea is opposed to all the principles of democracy. No one in the world is capable of making your life program for you, because no one was ever born who is just like you or knows so well as you ought to know what you can do best.

"Every heart vibrates to that iron string."

Even a baby must trust itself, must dare, or it will never learn to walk. A dog which should be afraid to experiment would never learn to swim. Animals and young children often show more intelligence in this respect than grown men and women.

Swimming, for instance, is purely a matter of belief in one's own power. Thousands of people have drowned merely because they did not believe they could swim. The moment timidity is overcome and one gets complete possession of himself, and becomes thoroughly conscious of his power, he can swim without any difficulty.

There are hundreds of boys and girls in our great universities to-day who would never have been there but for their faith in themselves and their stern resolve, come what might, to get an education. Many of them were on farms, in backwoods districts, or in workshops and factories. They were not only poor, but had others depending on them. Yet despite all their handicaps, they resolved that they must and would somehow, sometime, in some way, go to college. And they did. It didn't matter that others laughed at them as dreamers, and told them it was impossible. That always happens when one resolves to rise from a lowly condition. They resolved and carried out their resolution. And not only they, but society would be poorer to-day if any "kind" friend had stepped forward and paid their way.

You will be amazed to find how the moment you cut off all outside assistance you will be reinforced by a new power from within which you never before dreamed you possessed. But it will never come to your aid until you stop leaning and depending, until you throw away all crutches and stand erect on your feet.

The late Cornelius Vanderbilt, whom many believe to have been the best of the Vanderbilt family, showed at an early age that manly spirit of self-reliance which distinguished him through life. Telling his mother that he was going to New York to look for a place, with no other assistance than a letter of recommendation from his teacher, he presented himself one day at the office of the president of the Shoe and Leather Bank.

The president read the letter, and asked the boy if he was related to Commodore Vanderbilt.

"Yes, he is my grandfather," was the reply.

"Then, why didn't you get him to introduce you?" inquired the astonished broker.

"Because I didn't want to ask him for anything; I didn't want anyone to help me," said the sturdy applicant for a job.

Perhaps it was his independence, perhaps his neat, comely, and withal, earnest appearance, or both combined that weighed in his favor, but the boy was employed at once and started at the lowest rung of the ladder, as a messenger. Here young Vanderbilt began to show the other qualities that made him the man he afterwards became. He was punctual, prompt, clear-cut, discreet, and as hard a worker as any they had in the bank.

One day the youth's employer happened to be in the office of Commodore Vanderbilt, and mentioned the fact that he had a grandson of his in the Shoe and Leather Bank. The old man was astonished and immediately sending for the youth asked him why, when he wanted a job, he had not applied to his grandfather. "Because," replied young Vanderbilt, looking straight into his eyes, "I made up my mind that I would never ask you for anything."

The answer so pleased the commodore that it influenced him, so it is said, to add a codicil to his will, which provided that an extra million dollars should go to the grandson of whose independent, self-reliant spirit he had so complete proof.

One of the worst misfortunes that can befall a youth is to be relieved in any way from developing his self-help qualities. With few exceptions a pampered youth becomes a pigmy; he seldom develops into a strong and vigorous type of manhood.

Training in self-help and self-reliance are just as essential for any career that is worth while as is the training of a medical or a law school for the preparation of those who would enter the medical or legal professions. A young man could never become a skilful physician or a clever lawyer by lying around in a luxurious home, being waited upon by servants, indulged in all sorts of ways by a rich father.

(Continued on page 48.)

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Fire Losses.

Perdue, Sask.—M. A. Searle, hardware dealer, was burned out.

Winnipeg Man Wounded.

Winnipeg, Man.—Word has been received here that Lieut. Hugh Niven, formerly manager of the Merrick-Anderson Co., and who is with the Princess Patricias, was wounded on March 19.

Change in Names.

Permission has been granted to change the name of the Canadian Toy & Novelty Co., Ltd., to that of "Colonial Toy & Show Case, Ltd."

The name of "P. L. Schmidt, Hardware, Limited," has been changed to that of "Hardware, Limited."

New Firms.

Vanguard, Sask.—Henderson Bros. are opening a branch hardware at Webb.

Perdue, Sask.—Chas. Clarke has added hardware to his general stock.

Merrit, B.C.—The Merrit Heating & Plumbing Co. ,has started business here, Messrs. Barrett & Alcock are the proprietors.

Active Hardwaremen.

Toronto, Ont.—Included in the delegation that interviewed the Provincial Government last week in connection with the Hydro-Electric Railway Union of Ontario were Past President of the O.R.H.D.A., H. H. Occomore, Guelph, and Past President W. F. Macpherson, Prescott.

Obituary.

Toronto, March 29.—A. J. Somerville died at the family residence, Atherley, 566 Jarvis street, yesterday. Mr. Somerville was born in Huntington, Que., Feb. 25, 1844, and came to Toronto 40 years ago. At the time of his retirement, some time past, he was president of the Ontario Lead & Wire Co., a director of the Standard Bank, the Consumers' Gas Co., and the Toronto Mortgage Co., as well as being interested in a number of other companies.

Emerson, Man., March 22.—Charles Whitman, a hardware merchant and coal and wood dealer here, died this morning at the age of 76. He was one of Emerson's oldest business men, filling many important positions. He was at one time mayor, chairman of the school board, president of the Agricultural Society, and president of the Conservative Association.

Rebuilding Store.

Yorkton, Sask.—F. S. Collacott intends to proceed at once with the construction of a new and up-to-date hardware store on the site of the one destroyed by fire last week. The new building will be of the same size as the one destroyed but will be more modern in many important particulars and will embody all the latest ideas of this type of building.

Personals.

George St. James, formerly of Montreal, and now hardware buyer for the Hudson Bay Company at Winnipeg, recently spent a few days in the Quebec metropolis and called upon a number of old friends. He left for New York and Chicago on a buying campaign.

Business Changes.

Winnipeg, Man.—G. H. Saywell Co. are discontinuing business here.

Blaine Lake, Sask.—H. H. Hanadence has purchased the hardware business of J. B. Clearihue.

Vernon, B.C.—The Wilcox Hall Co., Ltd., of Kamloops, B.C., has purchased the stock of the Glover-Rice Hardware Company.

Red Deer, Alta.—The Wright Hardware Co. opened for business on March 25, in the premises formerly occupied by the Day Hardware Co.

Appointed Eastern Representative.

Bowes, Jamieson, Ltd., Hamilton, Ont. announce that Allan Tilley has been appointed as their eastern representative, handling the territory from Kingston east through Quebec and the Provinces. Mr. Tilley was formerly with Hanson & Tilley of Montreal, and owing to his long connection with the stove trade in that district, over twenty years, his friends will no doubt be glad to renew their acquaintance with him. The line which Mr. Tilley is selling comprises a complete range of coal, wood, gas, and oil ranges, cook stoves, hot plates, ovens and furnaces.

Presentation.

Hamilton, Ont.—Charles J. Phoenix, who is severing his connection with the Steel Company of Canada, Hamilton, to take a position with the Algoma Steel Co. at Sault Ste. Marie, was made the recipient of a very appropriate gift from the sales department of the local concern, when, on their behalf, W. D. Muir presented him with a fine club bag. Mr. Muir voiced the sentiments of the entire staff when he told how highly Mr. Phoenix was esteemed, how sorry they were to see him go, and how they wished him success in his new field. The recipient replied with much feeling.

Dominion Incorporations.

Canada Iron Foundries, Ltd., capitalized at $4,500,000, head office, Montreal, Que.

Canadian Horseshoe Co., Ltd., capitalized at $300,000, head office Hamilton, Ont.

Rubber Regenerating Company, of Canada, Ltd., capitalized at $200,000, head office Montreal, Que., to regenerate and reclaim rubber and rubber by-products.

The Canadian Blower & Forge Co., Ltd., capitalized at $500,000, head office Berlin, to manufacture and deal in engines, heating and ventilating apparatus, forges, fans, blowers, etc.

Ontario Incorporations.

Canada Fibre Board Co., capitalized at $40,000, head office, London, Ont., to purchase, manufacture and deal in building materials.

Canadian Regal Motor Co., Ltd., capitalized at $100,000, head office, Berlin, Ont., to manufacture automobiles and parts, motor trucks, cycles, tricycles, motors, etc.

Metal Drawing Company, Ltd., capitalized at $50,000, head office St. Catharines, to carry on in all its branches the business of metal drawing, metal stamping and forging, etc.

McCormick Mfg. & Supply Co., Ltd., capitalized at $40,000, head office Welland, to carry on business as iron and brass founders, etc.

Daylight Saving Endorsed

Saskatoon Retailers Take a Vote and Majority are in Favor—Advantageous Legislation Secured and More That is Wanted—Weekly Half Holiday Decided Upon —Some Market Troubles.

SASKATOON, Sask., March 30.—A "Booster" meeting of the local Retail Merchants' Association was held last week and a number of old and new members of the association met to discuss the work of the association and to take steps on various matters affecting their interests.

The meeting expressed itself thoroughly in favor of the daylight saving scheme and weekly half-holiday. Among other topics discussed were the business tax, pedlars and transient traders, the City Market, trade sections, the forthcoming convention and other matters of general interest to the retailers of the city. C. T. Woodside, grocer, president, was in the chair.

The chairman expressed his gratification at the good attendance which spoke well for the canvass which had taken place during the past week. He commented upon the necessity for further organization among the retailers of the city and referred to other branches of business which had their trade organizations.

Gratifying reports were presented by the chairmen, H. Tupling, J. L. S. Hutchinson, S. E. Fawcett, A. W. Wylie and Mr. Dibden, with respect to the active membership campaign in Saskatoon. The members of the committee generally met with a hearty reception.

Important Legislation.

J. L. S. Hutchinson, of the Saskatoon Hardware Co., Saskatoon, delivered a most interesting address on work of the Association and some of the work it intended to take up in the future. One of the objects he pointed out and, one of the most important, was initiating legislation in the interests of the retailers and watching legislation which was inimical to their interests.

In Saskatchewan the association had been able to bring about the small debts court. They were also now endeavoring to get the limit of $50 in the small debts court raised to $100, and also to bring about legislation whereby if they obtained judgment they could issue execution against a debtor's lands. They were also endeavoring to obtain continuous garnishee proceedings and the raising of the pedlar's license in the Province, the producer and grower of meat, fish and farm products to be exempt from such legislation. The Food and Supply Bill and the forcing of a debtor to return to settle his accounts where they were transacted.

Another matter which was being taken in hand by the association was an alphabetical list of property owners in the registry office. Their credit rating department was second to none and he himself would not be without it for three times the subscription to the association. Other branches of the association's work which had been or would be taken up were the free legal department, the lost debtors' list and the handling of bankrupt stocks.

Endorse Daylight Saving.

The question of daylight saving was discussed, and it was suggested that with regard to the children, the schools might



J. L. S. HUTCHINSON, who addressed the R.M.A. at Saskatoon.

open at 10 o'clock instead of nine. One member of the association, who said he intended to oppose the proposal, as much as possible, said it was impossible to get a family of small children to bed so long as it was daylight and equally impossible to get them up in the morning. The mothers and the employees at the roundhouses of the C. N. R. and the C. P. R., he said, would oppose it. The money that would be spent in putting the question to the vote would be better spent in relieving cases of distress, for it would be defeated as sure as it was brought up. It was argued that the farmers would oppose it very much, on account of the inconvenience to them with respect to shopping, while on the other hand it was contended that the farmers only required to be educated in favor of it. On the question being voted upon 26 of those present expressed themselves in favor of a daylight saving scheme and 12 against. A petition in its favor was circulated at the meeting and largely signed.

A weekly half holiday during the summer months was also discussed, a resolution being proposed that a half holiday should be observed as last year on Wednesday afternoons, from one o'clock during June, July and August, the council to be asked to pass a by-law in either case making the half holiday compulsory. The resolution was carried.

The grocers and fruit dealers in the city, it was contended, should be protected from the pedlars and transient traders and it was decided to take up the matter further.

The city market came in for some criticism, it being contended that the manner of running the market was detrimental to the interests of the retailers. It was pointed out that the retailers could not purchase quanities at less than the consumer could purchase a small quantity, whilst 10 per cent. of the produce sold in the market came from the farmer, 90 per cent. came from the country towns. The retailers, it was contended, were directly paying for the upkeep of the city market, while at the same time they had to pay heavy taxes and electric light and other bills. It was suggested that the members of the association should attend the meeting of the city council on Friday morning at 10 o'clock, when the market question is being investigated.

It was decided to hold a meeting of the association in the Wilson Hall on the second Monday in each month.

TRADE JOURNALS FOR COMMERCIAL ATTACHES.

The following is taken from the Trade and Commerce reports, Washington, D.C., and comes from Commercial Attache A. E. Baldwin, London, Eng.:—

"The commercial attaches of the U.S. Department of Commerce stationed at ten important trade centres throughout the world are under instructions to make every effort to keep informed of current trade conditions in the United States. It is certain that their work will be more effective in specialized lines of trade if they are currently in receipt of journals devoted to such branches of commerce."

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The unfavorable weather during the early part of the week had a depressing effect on business, especially in the agricultural districts. The opening of navigation is eagerly awaited and prospects point to an early opening of some ports. The markets are settling after the many changes which have taken place during the past few weeks. Among the price changes this week are advances in prices of Paris green, shellac, washboards, Canada plates, lead sheets, scissors and snips. Building trades are considerably quieter than during the corresponding period of last year. Many orders for April 1 delivery are now being shipped. Collections are fair.

MONTREAL.

MONTREAL, April 1.—The first day of April marks the commencement of the spring shipments of goods from Montreal to the country districts, and, although the real movement of booked orders does not begin until the opening of navigation, there are prospects of good immediate business. Country prospects continue very satisfactory, although the city trade is not picking up as might be expected at this season of the year, and for this the lack of demand for building materials and builders' hardware is chiefly held responsible.

For the past few days there has been noted to be rather a depression with regard to spring and summer lines, which had commenced to move briskly. For this the colder weather is probably the reason. However, with the turn of the month the call for garden and lawn tools and other summer lines should revive in earnest.

MONTREAL QUOTATIONS.

Tin	50-55c
Spelter	$11.00
Copper	$17.00
Lead, Trail, cwt.	$6.00
Lead, Imported, cwt.	$6.00
Antimony	$27.00
Solder, ½ x ½	26 to 30
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp	11c base
Sisal	10½c
Lath Yarn	9¾c

Price adjustments continue. An advance of about 90c all round is noted on wash boards. Canada plates are up 15c to 25c, and higher prices are in order for builders' hardware, although the manufacturers do not appear to have reached an agreement as yet. Gas stoves are in good demand, and cutlery for wedding presents is receiving attention. In the metals the tendency is still towards higher levels; tin is about the same as a week ago; lead is higher; and antimony and copper are firm; while spelter is somewhat weaker.

Tin.—The market has been up and down during the week in London and New York, but locally there has been little change, and prices are around 50c. New York at last quotation was 54c, but this level was reached after a decline earlier in the week, which took the price down considerably below the figure of 52c, which prevailed a week ago. Besides, while New York is somewhat concerned over the London embargo, this does not apply to Canada. The situation in the States is strained for spot and for delivery early in April on account of depleted stocks and interference with transportation. However, buyers are showing an indifference, which is a relief under the circumstances, as anything like a normal demand would be difficult to satisfy. American consumption is in a very unsatisfactory condition.

Copper.—The big demand for copper for the purpose of making ammunition is holding the market very firm; in fact, there is a tendency to advance, and New York quotes $15.87½, as compared with $15.25 a week ago. Locally the market continues firm at about $17. However, production is being steadily increased, and there is a late tendency towards easier quotations in the States.

Solder.—While the tin market continues in its present high and unsettled state, the tendency for solder prices must be expected to be firm to higher. Quotations continue as for the past couple of weeks with a leaning towards the outside of the range: Half-and-half, 26c to 30c, and strictly, 28c to 30c.

Spelter.—The market here is tending downwards following the reaction which occurred in the States a week or so ago. At present 11c about covers the situation. Quotations in New York continue at $9.75, as a week ago. St. Louis reports that there are indications of continued manipulation. This manipulation first took the market up, and now has driven it down. It is claimed that spelter cannot be produced at the prices now quoted, but that there is practically no spot available, and that makers are working on orders placed at the recent high prices. Thus the tendency would be to work the market back to a stronger position when the present orders have been filled. Sheet zinc in casks, $14.50 and $15.

Lead.—The market continues its upward tendency. Locally there is now a spread from the recent quotation of $5.75 to 25c above that figure. In the States the Trust has advanced 5c, and the independents have taken their prices 5c to 7½c higher. Further advances by the Trust are looked for. The strength is put down to the war demand for the manufacture of bullets. London has suffered a reaction of feeling and former sellers have become buyers.

Antimony.—The market for antimony has changed but little, and the quotations are firm. This is particularly the case with the local figure of 27c, as New York continues to put 30c as the top of the market.

Builders' Hardware.—Trade is still waiting for readjustment of prices from the manufacturers. In the meantime the advances have generally been 5 per cent. to 10 per cent. on the lines manufactured of brass or bronze, and which were particularly affected by the advance in copper. Demand is not brightening up with the approach of spring, as might be expected, but some inquiry for lock sets is noted. Lines required in country trade and in house constructions are expected to be in fair demand.

Building Materials.—Materials entering into construction and building programmes in general are very quiet for this season of the year, and dealers report that this constitutes to a large extent the comparatively poor business being done in the cities.

Canada Plates.—Further advances in the prices of Canada Plates are noted, although some houses still quote the old figure. Ordinary 52 sheets have a high figure of 15c advance, and the full polish 52 sheets an advance of 25c.

Wash Boards.—The higher cost of zinc entering into the manufacture of wash boards has resulted in an announcement of increased prices. The pony line is up 30c a dozen, the brass 50c a dozen, and the other lines 90c a dozen.

Sheets.—The continued high market for lead has finally affected lead sheets; 3 lb. to the square foot are quoted at $7, an advance of 25c, and 3½ lb. to the square foot at $6.75, an advance of 12½c. Black sheets are covering a considerable range in prices. From 10 to 20-gauge there is a spread of 15c to 25c, and there are some quotations for the 14 to 20-gauge that go as much as 25c above the high which has been quoted. Thus, for 18-20 gauge $2.75 has been quoted, while one large firm gives a price of $2.50, and another house puts the price at $3.

Nails and Staples.—While book orders have been closed, there is a good demand for both nails and staples for immediate delivery, and there should be a good movement after the first of the month. Nails are firm at the base of $2.40 for wire.

Fencing.—There is a good demand for fencing continuing for immediate delivery, and the booking orders have been altogether satisfactory. Deliveries will commence with the 1st of April. There is also a good demand for poultry netting.

Iron and Lead Pipe.—While the demand for pipe is not heavy, prices are very firm, the quotations for both wrought and galvanized being strictly net. Price for lead pipe is 7½c, and lead waste pipe is quoted at 9c, both figures being net.

Rope and Twine.—A fair business is being done under the new prices. Quotations for twine are regarded as favorable under the circumstances, but likely to be subject to advances in view of the unsettled conditions prevailing in the South and probable interference with shipments from Mexico and Yucatan.

Cutlery.—There is already beginning to be an active demand for wedding cutlery. Lent is about over, and nuptial events should be numerous until the end of June. The demand should improve as the latter month approaches.

Bolts and Nuts.—Although the season is now at hand when there should be a better demand for bolts and nuts, normal consumption is not looked for except in the country districts. Some additional interest in these lines is being noted, however.

Woodenware. — Although there are some lines of imported woodenware upon which prices have been advanced owing to war conditions and the advance in duty, the majority of the lines in the Canadian trade are of domestic manufacture and, therefore, they have not been affected.

Seasonable Lines.—In seasonable lines there is a movement of garden tools and lawn equipment, ice cream freezers, etc. This has been rather dampened during the week by cooler weather, but it should revive with the opening of the month.

Utensils.—There is nothing of importance in regard to utensils. The unsettled state of the metal markets makes the future very uncertain, but there are no price changes for the time being.

Stoves.—The approach of warm weather has started a very good demand for gas stoves, and oil burners are also on the move. There is also noted a certain amount of interest in cook stoves, but this is not up to normal.

TORONTO QUOTATIONS.

Tin	54c
Copper	16¾c
Lead	5¾c
Spelter	12-15c
Antimony	25c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	34c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp Rope	11c base
Sisal Rope	10½c base

TORONTO.

TORONTO, Ont., March 31.—Conditions are gradually improving in the hardware market. Orders continue to be on the small side, but are becoming more numerous. Cautious buying is the general rule with a tendency to keep expenses down as much as possible. This is more apparent in the city than in the country districts, where there is a fairly brisk demand for assorted lines. The approach of spring is making the market more active and the outlook is improving.

This has been a quiet week as regards price changes and few advances have been announced. Further revisions will no doubt be made in due course, as the need arises, some possibly on account of the increased cost of raw materials, not necessarily attributed to the new tariff. The rope and twine situation in Mexico does not improve and is causing considerable apprehension with regard to the Yucatan sisal hemp supply. At the recent fur sales in London, it is stated that quantities and prices were about 50 per cent. less than were offered last March. The results were naturally disappointing.

The building trade is not showing the improvement that might be expected at this time of the year and consequently there is not much demand for builders' hardware and other lines associated with the trade. There is a better demand for assorted shelf lines, but stoves and furnaces are moving out slowly. Garden and farm tools are in better demand. The iron and steel trade is rather more active but pig iron is still very quiet. There has been an advance of about 5 per cent. in prices of scissors, snips and hinge butts.

The Metals.—There is an improving volume of business passing although generally in small lots. With the exception of tin and spelter, the markets are firm and unchanged. Tin is gradually recovering after the break in the London market, but has not regained the level reached previously. The spelter market is weak and prices are nominal. There is no change in the copper situation and the market is firm. Solders are unchanged at prices given in the current market quotations. Aluminum is unchanged at 23½c per pound.

Tin.—The market is recovering after a heavy decline in London but has not returned to the original high level, being approximately 4c lower. The market is unsettled on account of the congestion at the London docks and shortage of tonnage. There is little prospect of an improvement in the situation for some time to come. The local market is weaker and quotations are nominal at 54c per pound.

Copper.—It is stated that the British Government has practical control of all shipments of this metal from the United States to Europe; exports, however, continue heavy. The market is quieter but firm, and quotations are unchanged at 16¾c per pound.

Spelter.—The situation has not improved with regard to obtaining prompt shipment of spelter and the market is still irregular. The market is quiet and prices are nominal ranging from 12c to 15c per pound, the lower figure being nearer the market.

Lead.—The market is quiet but very strong, with a possibility of higher prices. Quotations are unchanged at 5¾c per pound.

Antimony. — The market continues quiet at unchanged prices. There is little enquiry and quotations are nominal at 25c per pound.

Scrap Metals.—Prices are firm, especially on copper and brass scrap, but business is dull. Prices are given in the current market quotations.

Bar Iron and Steel.—The steel trade is showing some improvement but it still far from being active. A demand is developing for round steel bars for making into lyddite shells. There is not much enquiry for merchant bars or for structural shapes. Prices on bars are firm but unchanged at $2.05 base.

Lead and Iron Pipe.—The dullness in the building trade is reflected in the iron and lead pipe market, business being quiet. Lead pipe is quoted at 7½c and waste pipe at 9c net. Prices of iron pipe are given in the current market quotations.

Wire Nails.—The market is quiet with light demand. Wire nails are quoted at $2.35 base. Cut nails are quoted at $2.70 base.

Galvanized Sheets.—A reduction of 10c per 100 lb. is allowed on the new prices for orders in half-ton lots. Quotations are firm and are given in the current market quotations.

Kitchen Utensils.—There is a fair demand for assorted lines. Business is reported to be about equal to that of the corresponding period of last year. Prices are firm.

Rope and Twine.—Business is showing considerable improvement but the situation with regard to raw materials is causing some anxiety in the trade. The supply of Yucatan sisal hemp is being interfered with on account of the internal conditions in Mexico. The binder twine market is seriously affected as stores of sisal are reported as having been burned, but the report has not been confirmed, and shipments can only be made with great difficulty. The United States Government, however, is making an attempt to relieve the situation. The scarcity of ships and high freight rates will also tend to firmer prices.

Raw Furs —The fur sales recently held in London have been disappointing to the trade. It is announced that the quantities offered and the prices obtained were practically 50 per cent. less than at the sales last March. There does not appear to be any possibility of any improvement in the fur market and further reductions are anticipated.

LONDON.

LONDON, Ont., April 1.—Owing to unfavorable weather, business has been rather quiet during the week. A number of price changes have taken place here, following changes at Toronto and Montreal.

Linseed Oil Down.—Linseed oil has been reduced four cents per gallon and is now quoted:

	Per gallon.	
	Raw.	Boiled.
1 to 2 bbls.	80c	83c
3 to 5 bbls.	79c	82c
6 to 9 bbls.	78c	81c

Turpentine quotations remain unchanged and are as follows:

	Per Imp. gal.
1 bbl. lots	69c
2 to 4 bbl. lots	68c
5-gal. lots	76c

White lead has advanced and pure is now quoted at $9.10 per 100 lb. in ton lots and $9.40 per 100 lb. in less than ton lots.

Rope, Twine, etc.—Rope remains at the advanced prices quoted last week, as follows:

Pure Manila	14½c lb.
British Manila	12½c lb.
African Hemp	12½c lb.

The 1915 prices on twine are now out and are quoted as follows:

650 ft.	12¾c lb.
600 ft.	10¼c lb.
550 ft.	8½c lb.
500 ft.	8c lb.

WINNIPEG QUOTATIONS.

Ammunition:	
Powder, per keg	$7.50
Boiler Tubes, 2", per foot	10½c
Canada Plates:	
Half Polished, 6-7 inch	$3.80
Full Polished, 6-7 inch	4.95
Solder	32c-33c lb.
Linseed Oil, raw	91c gal.
Linseed Oil, boiled	94c gal.
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	**$3.45**
Glass, First Break	**$5.25**
Rope, Pure Manila	16c
Sheet Zinc:	
Cask lots	13¼c
Small lots	13½c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.80
White Lead:	
Pure, ton lots $9.45 less $9.75.	
Barb Wire per Spool:	
Lyman 4 pt., Ft. William	$2.10
Winnipeg	$2.45
Paris Green:	
1-lb. pkgs., per case	23½c
Shot, soft, per 100 lbs.	$10.00
Chilled	$10.60
Buckshot	$10.80
Ball	$11.20
Galvanized ware, heavy, 25 and 12½% off.	

Iron Pipe.—The following prices are quoted on iron pipe:

	Black.	Galvanized.
¼	$ 2.16	$ 3.18
⅜	2.16	3.18
½	2.64	3.74
¾	2.99	4.49
1	4.42	6.63
1¼	5.98	8.97
1½	7.15	10.73
2	9.62	14.43
2½	15.21	22.82
3	19.89	29.84
3½	23.92	35.88
4	23.34	42.51

There has been no change in the nail situation. Wire nails are still quoted $2.35 base and cut $2.70 base.

WINNIPEG MARKETS.

Editor's Note.—For some unexplained reason the Winnipeg weekly market reports had not arrived at the time Hardware and Metal went to press. The omission of a market report is an extremely rare occurrence, and we regret very much that the Winnipeg report is missing this week.

SELF-RELIANCE.

(Continued from page 43.)

What an inspiration there is in the life of the newsboy, Wendell Scoy, who worked twelve years selling newspapers that he might obtain a college education.

During those twelve long years through summer heat and winter snows, this boy stood at the Thirty-third street and Ridge avenue entrance to Fairmount Park in Philadelphia, and by judicious saving accumulated twenty-six hundred dollars, which he put into a four years' course at the University of Pennsylvania.

It would be well for those especially who must make their own way in the world to take to themselves the little fable of the farmer and the mother lark who had built her nest in a field of corn. "We must move our nest at once!" exclaimed four little larks in terror, one day, when their mother came home. "We overheard the farmer say that he would get his neighbors to come to-morrow to help him cut down his corn."

"Oh, there is no danger yet," said the mother; "we can rest easy. But listen carefully to what the farmer may say to-morrow." When she returned the next night the young ones were again much excited. "The farmer was very angry," they said, "because his neighbors didn't come as they had promised, and he declared he would get his relatives to help him to-morrow."

"There is no danger yet," replied the mother quietly, "but listen to-morrow

as before." The next evening the birds were very cheerful, and when the mother asked "what news?" they replied, "Oh, nothing important. The relatives didn't come and the farmer in a rage said he would cut the grain himself without waiting for any one to help him."

"Then we must leave our nest tonight," declared the wise mother bird, "for when a man decides to do a thing himself, and to do it at once, you may be pretty sure it will be done."

Don't lose time by waiting for others to help you; do what you can yourself.

The self-reliant man is not dependent on time or circumstances or the service of others. He does things himself, as did a young missionary in a certain scantily settled western district, who had set his heart on building a church there. He had no friends, but he went to a lumber camp and asked that enough lumber be donated to enable him to carry out his purpose. The lumberman, with a rough laugh, said: "You can have as much lumber as you can carry away in your own hands, and not another foot."

Not a bit discouraged, the zealous clergyman took the lumberman at his word, removed his coat, rolled up his sleeves, and went to work. All that day, all the next day, and for many days afterward, he dragged piece after piece of lumber a half-mile away to his church site, until he had actually carried enough to build his church. Now the little ivy-covered, moss-hung building, erected over thirty years ago, still stands in that remote western country, the symbol of the beginning of a better civilization.

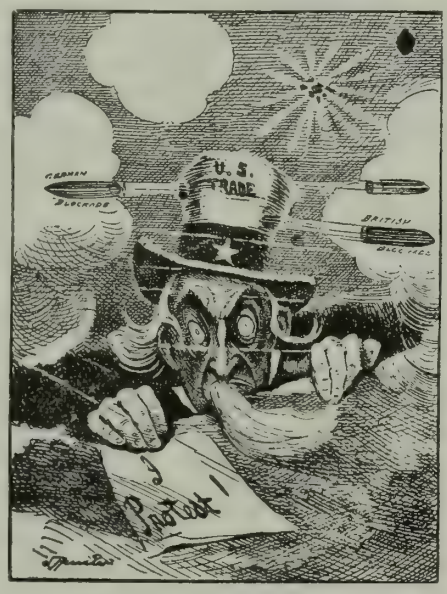
"If I wasn't so burdened with a family to support," said a man who was constantly blaming conditions for his lack of success, "I could conquer the earth: but as it is I can do nothing." The day came when he lost his family, when he was free to do as he pleased. Then he moaned: "If I had someone to work for, there would be an incentive to try; but now there is no one to care, so why should I concern myself?"

The very thing that you think is holding you back may be made an instrument of help in accomplishing your desired end, if only you have the self-reliance to forge ahead and compel its service.

Nicholas Longworth died leaving a fortune of $15,000,000, every cent of which he made by using to the best advantage the conditions that confronted him. When a penniless young lawyer, his first case brought him, instead of much needed money, thirty-three acres of barren Ohio land, on which nothing had ever been made to grow. But he couldn't sell it, and he couldn't pay taxes on it unless it could be made self-supporting. In his dilemma he set to work and experimented until he found that a certain variety of grapes — the catawba—would grow just in that sort of soil. He planted all of the land in catawbas and started the great industry of grape culture in Ohio and the beginning of his own colossal fortune.

We must use the means that we have to accomplish our ends. And we will win the battle in spite of defects in our armor; we will succeed with the tools already at hand, if we are built of the sturdy, self-reliant stuff that does not balk at obstacles, nor cry out for assistance at every little difficulty that rises on the horizon.

Time and again, when in London, I have been taken to the Parliament Houses, or to Westminster Abbey by a friend, but whenever I undertook to go alone I was sure to lose my way. When depending on my friend's guidance I never tried to fix in my mind the points which one naturally observes to guide the eye in finding the way for himself.



Uncle Sam in the Trenches.

It is just the same with the young man or woman who follows somebody else in life, who always leans upon others. Experience is of no practical use to such a one, for he never acquires power which is developed only through self-help.

There is one very important point in this connection which must not be overlooked. The ability to stand by one's purposes through thick and thin, through hard times and all sorts of discouragement, requires a great deal of that sort of staying power which depends no little on one's health. Physical vigor is in a certain sense the basis of all achievement that is worth while. The dyspeptic, anaemic man is rarely self-reliant. For the sake of the moral force you exert by means of it, keep yourself in a good physical condition. You cannot afford to go through life borrowing other people's opinions, asking other people's advice, using their judgment, and never developing your own independence, your own good sense and practicality, any more than you can afford to let your pocket be picked by every passer-by. You literally cannot afford to miss a single opportunity for developing your confidence in and reliance on yourself.

Twenty Years Ago
In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of March 30, 1895:—

D. J. Cowan, of London, was a business visitor in Toronto this week.

Editor's Note. — D. J. Cowan, of Cowan's Colossal Hardware is still in business at London, Ont.

* * *

J. A. W. Allen, of Newmarket, was a business visitor in Toronto this week.

Editor's Note.—Lieut.-Col. J. A. W. Allen is still in the hardware business at Newmarket, and has volunteered for active service in the second contingent.

* * *

Hardware and Metal of twenty years ago gave weekly market reports and in the issue of the above date a complete weekly report was given.

PROPOSED BULK SALES ACT, 1915.

(Continued from page 33.)

or affest any sale by an assignes for the general benefit of creditors or to any sale under distress or under due process of law.

7. Nothing in this Act shall affect the title to any goods, wares, merchandise or chattels in the hands of a bona fide purchaser for value from the purchaser or transferee under a sale in bulk, without notice that the conditions of this Act have not been complied with, and where the purchase is made in the ordinary course of the business of the person selling or transferring the same.

A "What d'you want?" telephone clerk will put a crimp in the store's telephone business in less time than it would take to give that clerk some valuable instruction.

Paint Department

Clean Up and Paint Up

Plans are Under Way in Many Places for Spring Clean-Up and Paint-Up Campaigns—Newspapers Taking an Interest—What Some Cities are Doing.

THE newspapers in various parts of Canada are beginning to take an interest in the "Clean Up and Paint Up" movement which was boomed and carried out successfully in many Canadian towns and cities last year. Plans are now under way in many places for clean up campaigns and it is expected that during the month of May the movement will assume large proportions.

At Regina, Sask., one of the leading newspapers a few days ago announced that plans are being laid by the health department of the city and a number of public spirited citizens for another grand clean-up campaign this year such as has been conducted for the past two years in Regina with great success. It is expected that the campaign will, as in other years, be a short and sharp one, beginning about April 1st and culminating in a grand "Clean Up Day," on May 1st. It will be carried on jointly by the health department and a committee of citizens, and the aid of the schools, churches, business houses and picture shows will be solicited.

Last year and the year before special lessons on sanitation were taught in the public schools, the ministers preached sermons on the value of such a campaign in maintaining the public health, and special films were shown at the various moving picture shows depicting the changes wrought in other cities by similar campaigns.

At Montreal the mayor has opened a new phase of his clean up campaign by writing to the Protestant Board of School Commissioners, asking the members to see that school premises are made tidy, and suggesting that the children who attend the schools be taught that they must not throw paper or rubbish in the streets and so cause a dirty city.

His worship announced at a session of the Board of Control that he was next going to write to the Catholic School Commission, and then he would approach every priest and minister in the city with a view to having all co-operate in the great clean up. Every moving picture house in the city is to receive a letter asking that some mention of the clean up be made in a slide to be thrown on the screen two or three times a day.

At Vernon, B.C., Mayor Smith strongly advocated the inauguration of a clean up day at a recent council meeting. He said that many of the vacant lots, yards and premises in the city were in a very untidy condition, and that a vast improvement might be effected by a little concerted action on the part of the citizens. The aldermen supported the idea, and the matter was referred to the Health Committee with power to act.

A Walkerville, Ont. despatch states that the annual order issued by the Walkerville Board of Health, requiring every householder to join the Loyal Order of Spring Cleaners has again gone forth.

For many years the residents have heartily co-operated with the officials in keeping the town in first-class shape.

This year the clean up campaign will last from April 16 to May 10, and during that time the boss of the house is expected to get busy and put his (or her) premises in good shape.

In addition every householder is required to use a sanitary garbage pail. This provision will be rigidly enforced.

After the 10th of May Sanitary Inspector Forrest will make his rounds of inspection and anyone who has disregarded the order of the Board of Health will receive a business call from either Chief Griffith or one of his staff.

Ottawa's 1015 fire prevention and clean up campaign may be held one week later in May than last year. Chief Graham has stated that in his opinion about May 15th will be the ideal time for the holding of the campaign.

The date of May 15th comes on Saturday, and thus if Chief Graham's views are carried out the big spring clean up campaign, will likely get under way about May 13th.

The dates of May 6, 7 and 8, the latter part of the first week, have been favorably suggested, and in some circles regarded as the most probable dates for the holding of the campaign.

Chief Graham, while agreeing with the feasibility of an early clean up, points out that moving operations do not usually conclude until around May 5th or 6th, and thus the people are not all ready to swing into line for the clean up.

"After the people have moved, then a real and general clean-up can be made," said the chief.

The campaign this year will likely be three days in duration, and will be proceeded with along some of the lines employed last year.

The Halifax, N.S. Civic Improvement League has taken the first step in the clean up and paint up campaign for the coming spring. The dates for clean up week have not yet been selected, but some preliminary work has got to be done before this and ather details are decided upon. In the meantime a special general meeting of the League has been announced to take place in the Board of Trade Rooms, when plans wil be discussed.

It is proposed to make an earlier start with the movement this year, because it is desired to expand it. One of the League's aims is to encourage home gardens, the care of parked sidewalks, the planting of street trees, the use of window boxes, and so forth. A campaign to popularize all this, which would materially add to the improvement of the city, could be made to synchronize splendidly with the clean up campaign, and this matter will be discussed fully at the special meeting, which will be open to the public as well as to members of the League. A suggestion will be submitted for prize competitions.

WEEKLY PAINT MARKETS.

(Continued from page 52.)

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00

Pure putty, 60c per cwt. advance.

A LEADER THAT LEADS

JAS-PER-ITE

"Registered"

The Present-Future Varnishes

Sold only in sealed lithographed cans. Quality and durability guaranteed.

A CABINET ASSORTMENT

Contains the following:

Exterior Finishing	Floor Finish	Pale Hard Oil Finish
2-1 Gals.	2-1 Gals.	2-1 Gals.
2-½ "	2-½ "	2-½ "
4-¼ "	4-¼ "	4-¼ "
8-Pints	8-Pints	8-Pints
8-½ Pints	(NO ½-PINTS)	8-½ Pints
5½ Gals.	5 Gals.	5½ Gals.

TOTAL 16 Gallons.

A Large, Handsome Display Cabinet Free
WITH FIRST ORDER.

Manufactured and guaranteed only by

The Ottawa Paint Works
and
Ottawa Varnish Co., Limited
Toronto OTTAWA Vancouver
CANADA

TORONTO BRANCH:
153 Duchess St.



There's a place —in every building

for Berry Brothers' celebrated varnishes. For every finishing need in homes, hotels, office buildings, etc., there is a perfect Berry Brothers Varnish, fulfilling every requirement.

LIQUID GRANITE
Lasting Waterproof Floor Varnish

Like other celebrated Berry Brothers' products Liquid Granite has withstood the hardest **wear** and **tear** in homes and public buildings for over 57 years. It assures lustrous floors—whose look of newness endures for years.

LUXEBERRY WHITE ENAMEL
Whitest White—Stays White

Used on woodwork, metal or plaster, it gives a beautiful rich, durable, and washable finish—whitest white that stays white. It adds a touch of lasting brightness to any room.

These Canadian-made products have earned a **wonderful reputation** for **highest quality** and dealers handling them have benefited thereby.

You can assure your customers **certain** satisfaction and yourself **sure** profits by supplying this established demand.

Write for our Dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

Weekly Paint Markets

MONTREAL.

MONTREAL, April 2.—The brisk demand from country sections of Eastern Canada continues with the approach of the opening of navigation and the prospects for better shipping facilities. Consumption in the cities and manufacturing towns and throughout Eastern Canada continues comparatively small and, with the conditions prevailing, there is not much prospect for renewed demand until manufacturing and building becomes more normal. Western Canada is expected to improve with the crop developments.

Talk regarding higher prices is taking more definite form, but nothing more as to the date when the increase will go into effect can be obtained than that it is likely to be some time before the 1st of May. Higher prices for shellac, varnish and Paris green are noted, and there are indications of a split in the glass market, although the basis continues the same.

Linseed Oil.—There is a firmer tendency in the oil market than a week ago, although the prices remain about the same. Crushers continue the quotation of 74c for raw and 76½c for boiled, while the average prices in the trade are from 78c and 81c to 80c and 83c, with the top of the market still at 82c and 85c.

	Raw.		Boiled.	
1 to 2 bbls.	74c	82c	76½c	85c
3 to 5 bbls.	73c	81c	75½c	84c
6 to 9 bbls.	72c	80c	74½c	83c
10 bbls. & over	71c	79c	73½c	82c

5-gal. cans, 50c each; 10-gal. cans, 75c each.

Gasoline and Benzine.—Better weather and the approach of the opening of navigation continue to encourage a better demand for gasoline. Quotations continue at 15c for drums and 14½c tank wagon.

Turpentine.—The turpentine market is easier and very unsettled. In the trade quotations show little change, although the range is a cent lower with the same high. Refiners report a lower level, 62c being heard, which is a decline of 4c for the week.

	Per gal.	
½-barrel lots	68c	71c
1-barrel lots	65c	68c
2 to 4-barrel lots	64c	67c
5 to 10-barrel lots	62c	66c

Glass.—The glass market is very much unsettled. The advance predicted as the result of the increased tariff has not gone into effect formally, the same base prevailing as for some time past. However, there are indications that dealers are not all of one mind, and that there are some individual prices being quoted.

Lead and Zinc.—The lead market is very firm on the advance noted last week; in fact, the quotations on "pig" have advanced further, and still higher levels are indicated for the near future. Zinc also continues very strong, with some dealers refusing to quote.

Paris Green.—An advance of 2c lb. all round on Paris green went into effect on the 26th. This is in sympathy with the higher cost of raw materials, and was looked for in view of the fact that the opening quotations were really below the market, and were adjusted to suit the conditions following the very light consumption last year. Paris white, whiting, dry colors, etc., are very much unsettled, and are likely to continue so until more normal conditions prevail in relation to the sources of supply.

Shellac Varnish.—General advances have been made in the prices of shellac, practically all kinds and brands being affected to the extent of 15c a gallon. The increase in the cost of chemicals is given as the chief reason for the change.

TORONTO.

TORONTO, Ont., March 31.—A decided improvement in the demand for paints, white lead, etc., is noticeable this week both from the country and and city trade. The latter is showing more activity than for some time past, while the country trade is almost equal to last year. The only price change to report this week is in Paris green, which has advanced 2c per pound. Other price adjustments, however, are contemplated and may be announced shortly. It is interesting to note the extent to which raw materials have advanced since last October. The increases are due to various causes, such as the higher tariff, scarcity of some materials, increased demand and high freight rates, etc. It follows that with materials increasing in cost to such an extent, mixed paints, varnishes, enamels, dry colors and other lines affected are bound to advance in price. White lead has already advanced, but revision of prices on other lines has not been completed. The following are a few percentage increases since last October:—Pig lead, 18 per cent.; zinc oxide, 57 per cent.; linseed oil, 40 per cent.; earth colors, 7½ per cent.; chemical colors, 100 to 200 per cent. An advance in putty may be expected at any time. Collections are fair.

Linseed Oil.—The flax seed market at Winnipeg is higher, and is firm at 1.77. Linseed oil, however, has not recovered from the lower level reached last week. There is very little oil moving, otherwise the market would no doubt advance. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	80	83
3 to 5 bbls.	79	82
6 to 9 bbls.	78	81

Turpentine.—The market is firm, but unchanged. Stocks are light in the South, and the new turpentine will not be on the market for two or three weeks yet. The local demand is light and the market is quiet. The following prices are being quoted in Toronto: Single barrels, 69c; 2 to 4 barrels, 68c; and 5-gallon lots, 76c per Imperial gallon.

White Lead.—There is a fairly active demand for white lead at the advanced prices announced last week.

Paris Green.—An advance of 2c is announced for Paris green. Prices are given in the current paint market quotations.

Mixed Paints.—The demand is improving and prices are firm. Owing to the increased cost of materials, prices of mixed paints will no doubt advance in the near future.

Glass.—There is no change in the glass situation, and the market is firm. An advance in prices has been under consideration for some time, but it is doubtful if there will be any change in the immediate future. The demand continues light, and stocks are fairly heavy.

Putty.—The market is firm, and an advance in price may be expected any time. The following prices are for standard putty in less than ton lots:

(Continued on page 50.)

TAKE TIME BY THE FORELOCK

YESTERDAY perhaps you wondered what paint line you would handle this Spring. Past experience decided you to handle nothing but B-H "English" Paint.

TO-DAY if you will sit down and drop us a card asking for information,

TO-MORROW or a few days after, you will receive full information as to our selling plan, terms, arrangements with agents, advertising campaign, etc.

THE DAY AFTER you receive your stock, you will have a great many enquiries and good starting sales of B-H "English" Paint.

A WEEK AFTER you will probably wish you had ordered twice as much, as the demand for B-H "English" Paint is growing all the time.

A MONTH AFTER when you have received your second order and have sold it out, you will be congratulating yourself on the increased sales and extra profits.

THE YEAR AFTER you will be handling B-H "English" Paint again.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and "Crown" Black Powder, 30 and 10%; "Sovereign" Bulk Smokeless Powder, 30 and 10%; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Canuck Smokeless, 35%. Empty Shells, 30 and 10%. 90 days net. Remington, 25, 10, 5%; Nitro Club, 25, 7½%; America, 30, 10, 10%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz.	9 00	
Samson single bit, handled, doz.	12 50	
Samson double bit, doz.	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net.	9 00
No. 3, doz., net.	9 30
No. 4, doz., net.	10 25
No. 5, doz., net.	11 50
No. 6, doz., net.	12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3,. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.

	Montreal	Toronto
Single bbls., gal...	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in., dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

	Per lb
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80	
3 sections, 5 ft., doz.	6 00	
3 sections, 6 ft., doz.	7 20	

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE.

	Per doz.
No. 0, ⅝ inch rim, 16x22	4 25
No. 1, ⅝ inch rim, 18x24	4 75
No. 2, ⅝ inch rim, 18x28	5 25
No. 3, ⅝ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).

	Per doz.
Pony	1 50
Crown	2 05
Dandy	2 25
Improved Globe	2 35
Standard Globe	2 45
Neptune	2 45
Original Globe	2 75
Newmarket King	2 75
Jubilee	2 75
Victor (Glass)	3 50
Diamond King (Glass)	3 75
Western King (Enamel)	3 50
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.	14 70	
Weighted, 20 lb., per doz.	19 90	

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English.	17 00	21 00
Fire Brick, Am., low.	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, Am., net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls).	0 17
Cement (in 5 and 10 gals).	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross.		0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case.	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	25 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	28 00	29 50
Copper sheet, tinned 14x60, 14 oz.	25 50	30 50
Copper sheet, planished, 14x60 base.	31 00	37 50
Braziers' in sheets, 6x4 base	26 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets.	3 10	3 25
All bright, 52 sheets.	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
60	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous—	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 25
I X X X, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

I C, 14x20 base	5 25
I X, 14x20 base	6 25
I X X, 14x20 base	7 25
I X X X, 14x20 base	9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 75
20x28, double box	9 25

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big Ben	2 00
Baby Ben	2 00

CROWBARS. 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 30 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Always a good job easily done—
Always a satisfied customer—
Always easy sales and always a good profit.

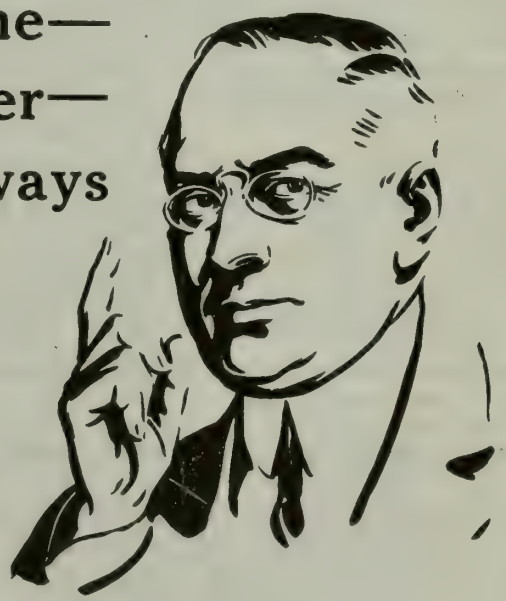


Jamieson Paint and Varnish Proposition

will be the "**only one**" for you once you become acquainted.

Investigate!

Write us about it now.



R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating
P. D. DODS & CO.

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single
7 oz. .. 0 15¾	6 oz. ..	0 11½
8 oz. .. 0 17½	7 oz. ..	0 13
9 oz. .. 0 19¾	8 oz. ..	0 14½
10 oz. .. 0 21¾	9 oz. ..	0 16¼
12 oz. .. 0 22¼	10 oz. ..	0 18
15 oz. .. 0 32¾	12 oz. ..	0 21½
	15 oz. ..	0 26

Standard, Single Filled, 36-inch.
7 oz. .... 0 17 10 oz. 0 23½
8 oz. .... 0 19 12 oz. 0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, ⅜-in., per gross	8 00
Jute Rope, ½-in., per gross	10 50
Jute Rope, ⅝-in., per gross	13 50
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 35

HALTERS (SISAL)

⅜-in., $9.00; 7-16 in., $10.20; ½-in., $11.40; 9-16 in., $13.20; ⅝-in., $15.00.

HAMMERS, SLEDGE.

Prices under revision.

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.
Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 per cent.
Garden City fire house hinges. 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	.70	10 p.c.
Corrugated, 1½ in., ft.	0 11	
Corrugated, ¾ in., ft.	0 14½	

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20

single ladders; sort nose, 1c per

18 ft., each	1 96
20 ft., each	2 40

foot additional.

8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	11 00
Banner Junior	12 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42. per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets 3 lb., sq. ft.	7 00	6 75
Sheets, 3½ lb. sq. ft.	6 75	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 60
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	16 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

ELEPHANT GENUINE WHITE LEAD

A favorite with the paint trade for more than fifty years

The facilities of The Canada Paint Co., Ltd., give them absolute control of the production of Elephant White Lead from start to finish. Every package is of high, uniform quality—always. The painter buys Elephant Lead because he knows he can depend on it in every respect. It is one of the best known brands on the market and is a standard line every paint dealer should stock.

The attractive Elephant White Lead poster, printed in four colors, will bring painters into your store. Now is the time to send in your order if you have not already done so.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

The Bowser Wire Cloth Display Rack

will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DISPLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.



Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Jot down your request for full particulars now.

R. M. BOWSER & SON, Renfrew, Pa.

MAX Shipping and Storage BARRELS

for Gasoline and Oil

Profits are awaiting the wide-awake hardwaremen who show these to their customers. Many dealers are reaping nice profits with this line.

Manufactured by

Winnipeg Ceiling and Roofing Co. LIMITED

Sheet Metal Manufacturers

P. O. Box 3006 Winnipeg, Man.

CALGARY Sheet Metal Manfg. Co., Ltd.

EDMONTON Edmonton Metal Works, Ltd.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
45% off.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American).... 9 75
New hemp (English)..... 7 00
U.S. Navy (English) 6 75
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08¼
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 8½c lb.
Brass, light, 6½c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 11½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; oversboes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 35
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K., carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion. 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.
Size Black Galvanized
¼" and ⅜" ....$ 2 16 $ 3 18
½" 2 64 3 74
¾" 2 99 4 49
1" 4 42 6 63
1¼" 5 98 8 97
1½" 7 15 10 73
2" 9 62 14 43
2½" 15 21 22 82
3" 19 89 29 84
3½" 23 92 35 88
4" 28 34 42 51

Lapweld.
2" .....$ 11 10 $ 15 91
2½" 15 80 23 40
3" 20 66 30 60
3½" 24 84 36 80
4" 29 43 43 60
4½" 36 83 52 07
5" 42 95 60 68
6" 55 68 78 72
7" 76 16 104 72
8"x25 lbs. per ft. 80 00 110 00
8"x28 lbs. per ft. 92 16 126 72
9" 110 40 151 80
10"x32 lbs. p. ft. 102 40 140 80
10"x40 lbs. p. ft. 131 84 181 28

PIPE (LEAD).
Lead pipe, 7½c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liqiud veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned. Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb pkgs., 2c lb.
Coppered Rivets, net extras. 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 65
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 50
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 11
Sisal basis 10½
Double lath yarn basis ... 10¼
Single lath yarn basis 9¾
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marline and Houseline 0 21
Jute rope basis 11½
Italian rope basis 25
Basis (⅝" dia. and larger).
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 50
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 96
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(53½).. 4 10
No. 1375—3 ft. ...(66½).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping, Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10 p... off list.
Wood, F.H., brass ... 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened ... 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. ...$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 30
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Oilstone, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 80
Carborundum, per doz. ... 2 25

WIRE (BLACK)
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. gauge | Queen's Head | Fleur-de-Lis | Gorbals best best
16-20 .. 3 90 3 65 3 90
22-24 .. 4 10 3 75 4 10
26 ..... 4 35 4 10 4 35
28 ..... 4 60 4 30 4 60
Colborne Crown — 16-20 gauge, $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand. Montreal
14 gauge 3 40
16 gauge 3 40
18-20 gauge 3 60
22-24 gauge 3 70
26 gauge 3 80
28 gauge 4 30
10¾ ozs. 4 50

THE PLANT BEHIND OUR PRODUCTS



Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

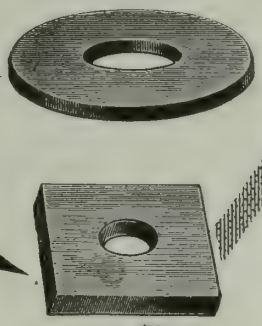
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85 Cliff St. - New York City

Quality is absolutely guaranteed.

JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

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Guide to the Most Complete Line of Tools for

LINEMEN ELECTRICIANS
CARPENTERS GLAZIERS

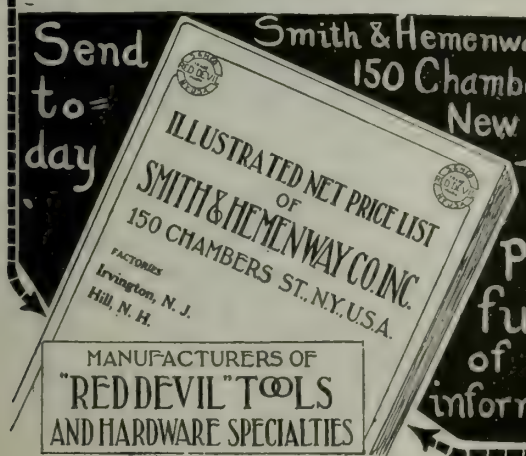
SAVES TIME AND ANNOYANCE

No figuring of discounts

Red Devil Tools BETTER THAN NECESSARY

Send to-day

Smith & Hemenway Co., Inc.
150 Chambers St.
New York, N.Y.



48 pages full of information!

Boost Goods made in Canada

Keep Canadian Labor employed

You can help by insisting on having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	4
Socket sc'ps.	50 and 5	45 and 5	
Vet scoops	50		
Drain. tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand.	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING.
Acme 0 25
Commercial 0 27
Easy 0 27
Star Extra 0 28½
Strictly standard wiping 0 29

SPELTER.
See weekly report.

STAPLES.
100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25
Poultry netting, 100 lbs.... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes.. 2 90
Galv'zed Fence, 100-lb. kegs 3 00
Galv'zed fence, 25-lb. boxes. 3 25
Cooper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Ire. ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head, (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 13 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Samson, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
550 ft., per lb. 0 08½
500 ft., per lb. 0 08
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz. net 16 80
Common Galvanized.
No. 0, doz. 5 32
No. 1 doz. 7 13
No. 2, doz. 7 76
No. 3, doz. 8 86

Per nest.
Nests of 3—0, 1 and 2.....$2 38
Nests of 3—1, 2 and 3..... 2 05
Nests of 4—0, 1, 2 and 3.... 2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure: 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2 50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 80c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt	
Barb		2 75
No. 9, coil spring		2 70
No. 9, plain galvanized ...		2 65
No. 12, plain galvanized ..		2 80
No. 13, plain galvanized ..		2 90
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., dos.	45 25
Eze, 11 in., per dos.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100 00	
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

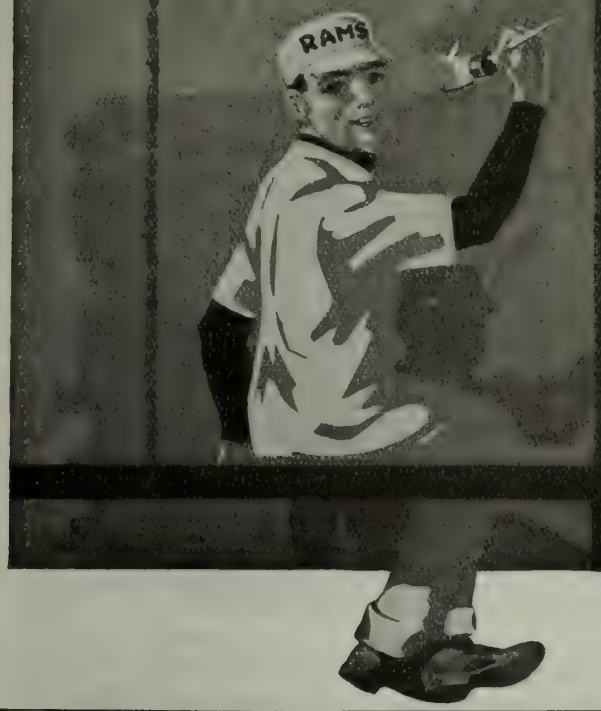
WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	14 50	15 00
Part cask	15 00	15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY).	Per lb.
Raw Umber 100 lb. keg..	0 10
Burnt Umber, 100 lb.	0 10
Raw Sienna, 100 lb. kegs..	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imperial green, 100 lb kegs	0 12
Italian red, 100 lb. kegs..	0 04½
Brunswick green, 100-lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 19
Vermillion, English, bags	1 25
Venetian red, best bright.	0 02
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 04
Yellow ochre, barrels	0 01¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 12
Chrome yellow, pure	0 23
Golden ochre, pure	0 14
French ochre, pure	0 12
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure..	0 20
Marine black, 25-lb. irons	0 06

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 00
Anchor Floorlustre	1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel B.B.	1 65

GLUE.	Per lb.
French medal	0 15
English common sheet ...	0 13
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 10
Hide, 112-lb. bags	0 15
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 13
Extra	0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 25	$9 40
"Anchor," pure	8 70	9 10
Green Seal	8 70	9 10
Brandram's B.B. Genuine	9 25	10 10
C.P. Co. decorat'r's pu.	8 70	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		8 85
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 45	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		10 75
Stephens' H. P. P. (Winnipeg)		8 35

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).		
Genuine, 560-pound casks, per cwt. ...	6 50	6 38
Genuine, 100-pound kegs, per cwt. ...	6 75	6 75
No. 1 casks, per 100 lbs.	6 25	6 25
Less quantity		8 50

LEAD, ARSENATE OF.	
1 lb. pkgs., 100 lb. lots..	$19 50
2 lb. pkgs., per 100 lbs..	19 50
5 lb. pkgs., per 100 lbs..	15 50
25 lb. pkgs., per 100 lbs..	14 50
100 lb. pkgs., per 100 lbs..	13 25
200 lb. kegs, per 100 lbs...	13 10
300 lb. pkgs., per 100 lbs..	13 00
600 lb. casks, per 100 lbs..	12 50

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).	Per gallon	In qt. tins
Sherwin-Williams paints. base		2 00
Canada Paint Co.'s pure...		2 00
Elephant and Prism.....		1 80
Benj. Moore Co.'s "Egyptian" Brand		1 45
Moore's house colors, per gallon		1 75
Brandram-Henderson's "English"		2 00
Fresco-Tone, in quarts....		1 80
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle..		1 60
Martin-Senour, 100% pure.		2 00
Senour's floor paints		1 60
Jamieson's Crown and Anchor brand		1 60
Stephens' House Paint (Winnipeg)		1 90
Stephens' Floor Paint (Winnipeg)		1 75
Silkstone Wall Color.....		2 00

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case.	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.	
Orange Mineral, casks...	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PRIMER.	Gal.
Luxeberry Primer $2 25	

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
¼ barrels	0 10½
Barrels	0 10

PUTTY.	Standard	Montreal Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Waxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls.	See weekly report.	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. $3 00	

STAINS.	Gal.
Oil, & Spirit, Berry Bros..$2.50	
Water Stains, Berry Bros. 1.25	
Berrycraft stain finish 3 00	
Shingletint, 5 gal. cans ... 1.15	

VARNISHES.	Per gal.	cans
Liquid Granite .....$	3 00	
Elastic Interior	3 00	
Elastic Outside	6 00	
Luxeberry, light	3 00	
Luxeberry, white	5 00	
Luxeberry, spar	4 50	
Luxeberry, exterior	5 00	
Dugloss finish	3 00	
Carriage, No. 1	1 50	
Excello	2 00	
Mar-Not	2 70	
Elastic Oak	1 50	
Light oil finish	1 35	
Gold sized japan	2 00	
Baking black japan	1 35	
No. 1 black japan	0 95	
Crystal Damar	2 50	
No. 1 Damar	2 25	
Oilcloth	1 50	
House painters' white jap...	1 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel ...	1 75	
Sherwin-Williams' KOPAL varnish	2 50	
Canada Paint Co.'s SUN varnish	2 25	
"Flint-Lac," coach	1 30	
B. H. Ltd., "Gold Medal," cases	1 80	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 30	
Elastica exterior finish	4 25	
Flattine floor finish	3 00	
Stovepipe varnish, ½ pints, gross	9 00	
Pure white shellac varnish	2 15	
Pure orange shellac varnish	2 00	
No. 1 orange shellac varnish	1 85	
Kyanize floor finish	3 25	
Kyanize cabinet rubbing ..	3 25	
Kyanize spar	4 25	
Kyanize stains	3 25	

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).

Cream	0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07½
Standard	0 06¾
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX.	Per lb
C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38

WHITING.

Paris white	1 10
Plain, in bbls.	0 90
Gilders bolted, in bbls.....	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-15	
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7-8
Pure in Darmar Varnish.	0 25

USE
"MAPLE LEAF" BRANDS
LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

Our guarantee of absolute purity goes with every shipment.

THE
CANADA LINSEED OIL MILLS,
LIMITED

Mills at Montreal and Toronto

$2.00



SIMONDS SAWS

Manufacturer's Brand high-grade saws. Good sellers. Popular with Carpenters. Carry this Saw in stock the same as you do Simonds Crescent Ground Cross-Cut Saws.

Simonds Canada Saw Company Limited

St. Remi Street and Acorn Ave., MONTREAL St. John, N. B.; Vancouver, B. C.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg $7 60
ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.
AUGER BITS.
"Irwin" bits, 40%; common, 70%.
AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.
BARS, CROW.
$4 per 100 lbs.
BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.
BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".
BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.
BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.
BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.
BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅝, 50%; 7-16 and up, 40%.
BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.
BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.
CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.
CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.
CLEVISES, MALL.
7½c per lb.
COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.
ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.
FERRULES AND RINGS.
30 per cent. off.
FILES.
American, 70 and 10%.
Nicholson's, 60%.
FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.
GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.
GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.
GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.
HAY KNIVES.
Heaths, $8; Lightning, $7.50.
HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.
HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5 35; No. 2 and larger, $5.10; featherweight, $6.50.
JACKSCREWS.
60 per cent. off list.
KNOBS. Door, 307, $1.25.
IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.
IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.
LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50
LEAD PIPE.
$7.50 coil; less coil, $8 cwt.
LEAD WASTE.
$8 to $8.50 per cwt.
LINSEED OIL.
Raw, per gal., 91c; boiled, per gal., 94c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.
LOCKS.
Rim knot lock No. 600, $1.60 per dozen.
MATTOCKS.
Pick, $5.75; cutter, $5.75.
NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.
NAILS, HORSE.
Capewell, 10 and 5 off list.
NETTING.
Poultry, 40%.
NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.
OIL CANS.

	Gal. Tin	vanized
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.
PARIS GREEN.
100-lb. drums, 21¼c; 1-lb. pkgs. (case lots), 23½c; ½-lb. pkgs. (case lots), 25½c.
PICKS.
Clay, 6-7, $4.50 per dozen.
GALVANIZED IRON PIPE.
¼ inch, $3.95; ⅜, $4.05; ½, $4.70; ¾, $5.55; 1 inch, $8.15; 1¼, $11; 1½, $13.35; 2, $17.80.
IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.75; ½ inch, $3.35; ¾ inch, $3.95; 1 inch, $5.80; 1¼ inch, $7.85; 2 inch, $12.60; 2½ inch, $20.20; 3 inch, $26.40; 3½ inch, $31.75; 4 inch, $37.60; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $66.40.
PLASTER. Paris, per bbl., $3.25
PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.
PLOW SHARES .....10c per lb.
POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.
PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06
RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.
RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.
ROPE.
Sisal, 10½c base; pure Manila, 16c base; British Manila, 12c base; lath yarn, 9¾ base.
Tarred Marline Hanks, per lb., 26c.
SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.
SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.
SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.
SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.
SHOT.
Soft, $10 per 100 lbs.; chilled, $10.60; buckshot, $10.80; ball, $11.20.
SHEET ZINC.
Cask, lots. 13¼c; small lots, 13½c.
SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.
SOLDER.
Per pound, 32 to 33 cents.
SPIKES.
Pressed, ¼ in., $4.50; 5-16 $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.
STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.
STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.
STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.
STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 87

TACKS.
Carpet, 75-10 per cent. off list.
TIES. Cow, 35 per cent.
TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.
TURPENTINE.
Per gal., barrel lots, 75c.

VARNISHES.	Per gal.	cans
Carriage No. 1	1 75	
Elastic Oak	1 90	
Furniture No. 1	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb
Vitrol, blue stone, per lb., 6c
WARES.
Galvanized, heavy, 25, 12½%.
WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.
WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.
WHITE LEAD.
Decorators' pure white lead, ton lots, $9.45; less than ton lots, $9.75.
WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.10; Winnipeg, $2.45; Glidden 2-point, Fort William, $1.92; Winnipeg, $2.25; Baker 2-point, Fort William, $1.90; Winnipeg, $2.22; Alberta 2-point, Fort William, $1.80; Winnipeg, $2.08; American special 2-point, Fort William, $3.05; Winnipeg, $3.45; plain twist, per 100 lbs., Fort William, $1.50; Winnipeg, $1.75; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.40; Winnipeg, $2.80; No. 12 (coiled), Fort William, $2.55; Winnipeg, $2.95; plain galvanized wire, No. 9 (plain), Fort William, $2.35; Winnipeg, $2.75; No. 12 (plain), Fort William, $2.50; Winnipeg $2.90.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.
WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.
WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.
WRENCHES.
Stillson, 65 and 5% off.
WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS



WINNIPEG and CALGARY



Handle your Oils and Gasoline with the

Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.



It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.



"SUN" Stand Lamp No. 343.
Over 100 snappy styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.
Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly
"The Sun Outshines Them All"
in SALES as well as "SUN" light.

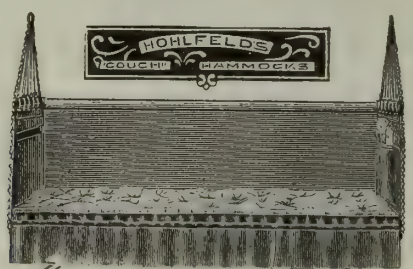
"SUN" Brass Blow Pipe for Plumbers, Painters and Electricians.
IT LASTS
And Does The Work.
Made of best brass.
Send for Catalog and Trade Discount.



"SUN" Brass Blow Pipe is what they all want.

SUN LIGHT COMPANY
1525 Market Street, Canton, O., U.S.A.

Hohlfeld
COUCH HAMMOCKS



SELL QUICKLY NOT ONLY BECAUSE OF SUPERIORITY IN CONSTRUCTION BUT BECAUSE OF INDIVIDUAL FEATURES THAT PLACE THEM IN A CLASS SECOND TO NONE.

Hohlfeld Couch Hammocks are equipped with a combination backrest and windshield having a patented adjustable interlocking attachment. Absolutely dependable.

A continuous double rope suspension is reinforced by galvanized chains tested for extra weight.

Mattresses are made with extra quality filling and have soft tops. Comfortable and sanitary.

Write for circulars and full particulars.

The Hohlfeld Manufacturing Co.
PHILADELPHIA, PA.

Why not sell soles?



Star Brand
SOLES

Best in the long "walk"

Star Brand soles are made from our own leather and we guarantee them to outwear all others.

And they leave a good margin for profit.

If your jobber cannot supply you, we'll ship your order quickly.

BEARDMORE & CO. TORONTO & MONTREAL TRADE MARK B REGISTERED

BEARDMORE & CO.
Toronto TANNERS Montreal

They go well with Cobblers' Outfits!

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA



High Quality TOOLS

that you'll find very profitable



A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.



MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street **Toronto, Ontario**

SALES AGENTS

Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For

BADEN LINSEED OILS

261 MACDONELL AVE. **TORONTO, ONTARIO**

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from $5 to $20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make $5 a week, giving 3 hours a week to taking subscriptions to

MACLEAN'S MAGAZINE

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., Ltd.

143-153 University Avenue, TORONTO

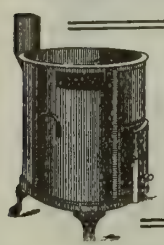
DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY T. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.


Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
51½ Toronto Street, Toronto.
52 Canada Life Bldg., Montreal.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

R. BIRD & CO.
Crewkerne, England
Wholesale Orders through merchants.
WEBBING
Manufacturers of
Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.
Awards:
Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada



NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

RENNIE'S FARM AND GARDEN SEEDS

Sold by leading merchants.
Catalogues FREE.
WM. RENNIE CO. LIMITED
TORONTO MONTREAL WINNIPEG VANCOUVER



A Special Tool for Special Uses

THE CRESCENT THIN BENT NOSE PLIER

For use on check-nuts and other work inaccessible with ordinary pliers, it has no equal.

Like all CRESCENT tools it is guaranteed satisfactory or money refunded.

SEND FOR FREE BOOKLET NO. BN.

Crescent Tool Company
JAMESTOWN, NEW YORK



Prevents Bruised Fingers.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

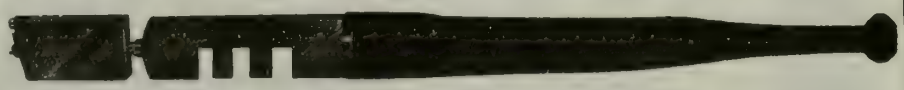
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.



OAKEY'S

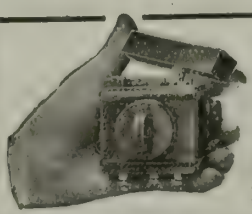
The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



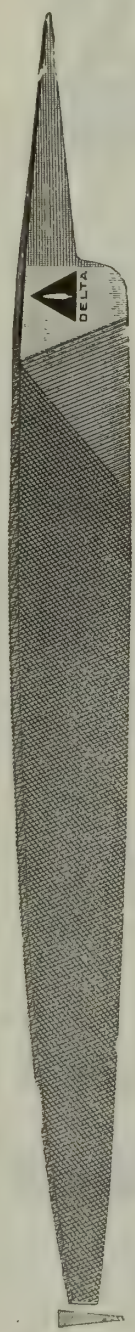
FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO.

WHEN A MAN CALLS FOR A GOOD FILE HE NATURALLY EXPECTS YOU—

(as a man of experience in handling files), to supply him with the best. If you disappoint him he'll go to your competitor next time and probably remain his customer.



Delta Files

always meet such demands with reorder producing satisfaction. They are the only line of files from 3 to 24 inches that is made absolutely of crucible steel. This, in conjunction with half a century's experience in cutting and tempering, makes the Delta a distinctly superior file and one that cannot be spoken of too highly.

We make a shape and size for every purpose.

Order from your jobber. If he cannot supply you, write us.

TRADE MARK

DELTA

SEE THAT OUR TRADE-MARK'S ON THE TANG OF EVERY ONE YOU RECEIVE—IT'S A SATISFACTION OR MONEY BACK GUARANTEE.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Loucks, Ltd., Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

NEW PURITAN REFRIGERATORS

at a price made to suit the 1915 Pocket Book

They're made of Hardwood, Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

FULLY GUARANTEED.

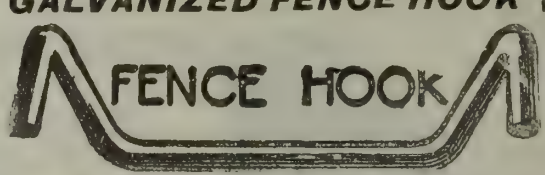
Their good value assures good sales and satisfied customers.



The Sanderson-Harold Company, Limited

PARIS, CANADA

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, HAMILTON

GEO.W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



BUFFALO



AUTOMOBILE Oils and Lubricants

Have been tested
Have been tried
and have satisfied.

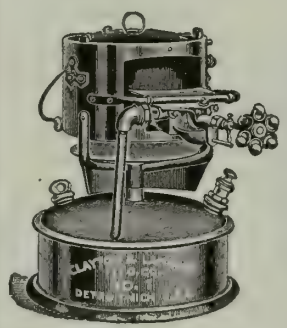
Thousands of the most discriminating buyers in Western Canada.

Not made for any particular car but gives entire satisfaction on ALL.

Is a trade winner, and is THE ONLY OIL NOT SOLD DIRECT TO THE CONSUMER.

Be prepared for the opening of the Automobile season by placing your order NOW with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

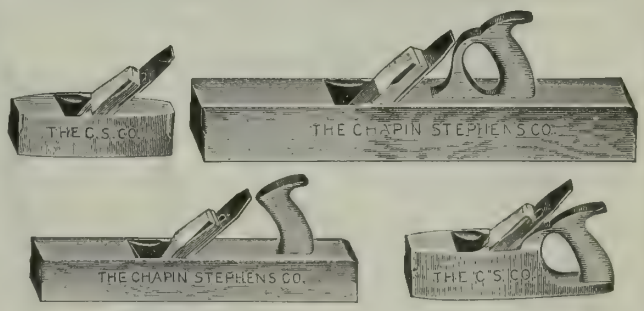


The No. 1 Fire Pot

Try the No. 1 Fire Pot

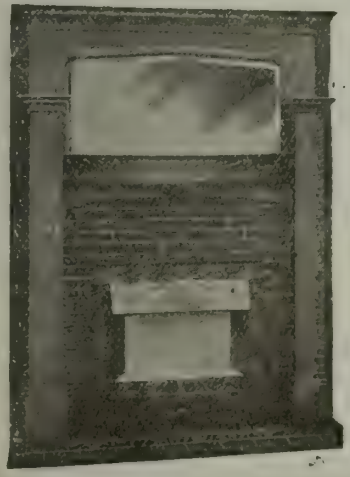
and be convinced that you can do your work quicker and better with a great big saving of fuel expense. Remember you buy gasoline often, but a fire pot or torch only occasionally. The No. 1 Fire Pot is made of the best material, by expert skilled labor and carefully tested and inspected and is sure to please. Jobbers supply at factory price. Send for catalog—it's free.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.



All kinds of
WOOD
Planes

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

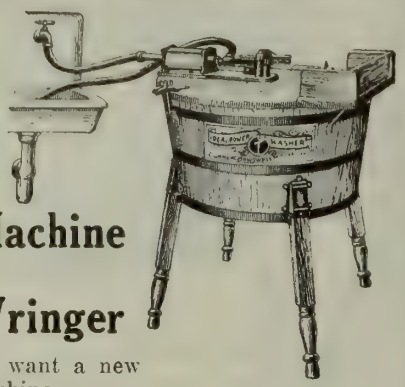
WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



DO YOU REALIZE

That not far from your store are many families that do not own a



Washing Machine
or
Clothes Wringer

and many that do want a new and up-to-date machine.



You can make many sales by talking up and showing ARROW BRAND Wringers and IDEAL MOTOR Washers. THEY'RE KNOWN EVERYWHERE.

Cummer-Dowswell Limited
HAMILTON, CANADA

GLASS

of every description for building purposes

Sheet, Plate, Figured Leaded, Mirrors

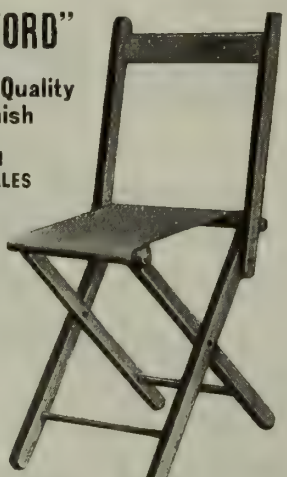
A trial will convince you that our quality, prices and service are a triple combination hard to beat.

The Consolidated Plate Glass Company of Canada, Ltd.
241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.



MECHANIC

"STRATFORD"
Strength, Quality and Finish
MEAN EASY SALES



NO. 15—CAMP CHAIR



HERCULES

We manufacture STEP AND ROPED EXTENSION LADDERS, PAINTERS' TRESTLES AND SCAFFOLDS, LAWN FURNISHINGS, Iron and Bake Boards, Clothes Dryers, etc.

Our 1915 Catalog contains a number of new lines. YOU SHOULD HAVE IT. Drop us a card and we'll send it by return mail.

The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

FOR SALE—A SIX-FOOT BRAKE, A TIN groover; $30.00 takes them both. J. McIntyre, Whitby, Ont. (14)

FOR SALE—GOOD HARDWARE BUSINESS, "Sunny Alberta." Stock and fixtures $8,400.00. Rent building. Write for particulars, Box 175, Hardware & Metal, Toronto. (16)

FOR SALE—HARDWARE STOCK AND TINsmiths' and plumbing tools; shop in connection with store; good chance for good mechanic. Apply Box 177, Hardware & Metal, Toronto. (14)

FOR SALE—HARDWARE BUSINESS IN good farming section. Stock in splendid condition. Good reason for selling. Box 178, Hardware & Metal. (16)

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about $5,000. Turnover $20,000. Shows a gross profit of $4,000. Fine property. Owner will either rent or sell. Best of reasons for selling. Apply Box 179, Hardware & Metal, Toronto.

WE HAVE A QUANTITY OF GALVANIZED iron sheets, slightly stained by fresh water, in Nos. 18, 20, 22 and 24 gauges, 8 and 10 feet long, which we are selling cheap. Write for prices. Wheeler & Bain, Toronto. (13)

FOR SALE — HARDWARE BUSINESS IN Western Canada; well established; stock in good condition. Good reason for selling. For particulars apply Box 174, Hardware and Metal. (15)

STEEL STACK (SECOND HAND) FOR SALE by large, reliable manufacturer; diameter 27", height 36', lower half ¼" thick, upper half 3-16" thick. Has had one year's usage and is in first-class condition. Address P. O. Box 261, Windsor, Ont. (16)

WANTED

WANTED TO HEAR FROM OWNER OF good hardware store for sale. Send price and description. D. F. Bush, Minneapolis, Minn. (14)

WANTED PARTNER IN SMALL TOWN making a profit of $1,400.00 a year in retail hardware with capital five thousand dollars. Apply E. E. Shantz, R.R. No. 1, Waterloo, Ont. (14)

WANTED—A SET OF TINSMITH TOOLS must be in good condition. Three ft. preferred. Write particulars and best price for cash. Tetlock Bros., Carleton Place, Ont. (15)

TRAVELLER—FIRST-CLASS CONNECTION Western Ontario hardware trade manufacturers and contractors, is in position to represent good house on commission basis. Box 172, Hardware and Metal, Toronto. (16)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

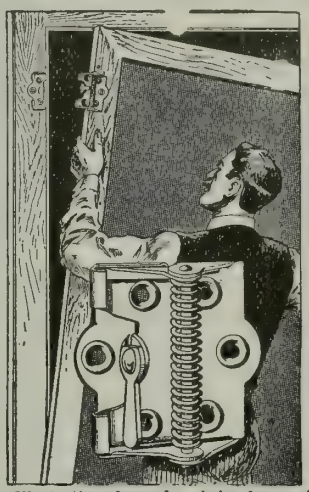
ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A SEED DEPARTMENT

will add to your profits.

Kelway Langport England

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



JIFFY Detachable Screen Door Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT

St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town .....Province .....

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Canadian Consolidated Rubber Co., Montreal.
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Marble Arms & Mfg. Co., Gladstone, Mich.

Axles.
B. J. Coghlin, Montreal.

Babbitt Metal.
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Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.
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Baits, Spoon.
The Andrew B. Hendry Co., New Haven, Conn.

Bale-Ties.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
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Henderson & Richardson, Montreal.
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London Rolling Mills Co., London.

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MacKenzie Bros., Winnipeg, Man.
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Can. H. W. Johns-Manville Co., Ltd., Toronto.
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The Can. H. W. Johns-Manville Co. Ltd., Toronto.
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Bown Mfg. Co., Birmingham, Eng.
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Peck, Stow & Wilcox Co., Southington, Conn.
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London Bolt & Hinge Works, London.
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The Stanley Works, New Britain.

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Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn..
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
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Brown, Boggs Co., Hamilton.
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Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
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Tallman Brass & Metal Co., Hamilton

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Clayton & Lambert Mfg. Co., Detroit.

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MacKenzie Bros., Winnipeg, Man.

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Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Stanley Rule & Level Co., New Britain.

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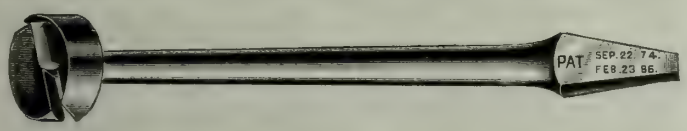
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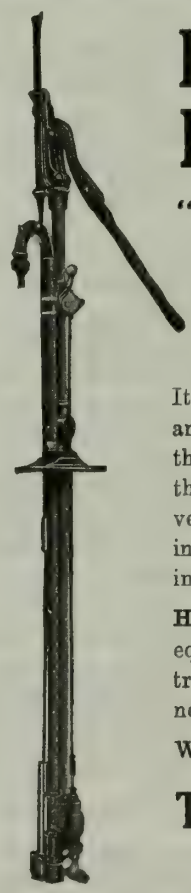
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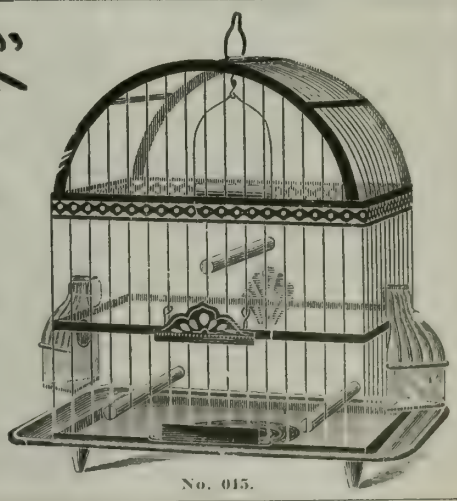
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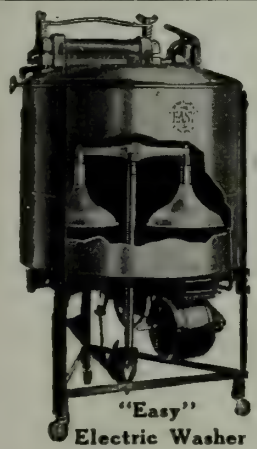
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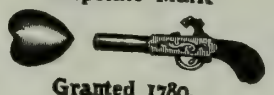
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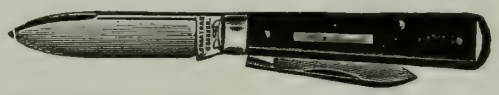
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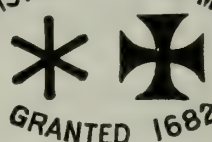
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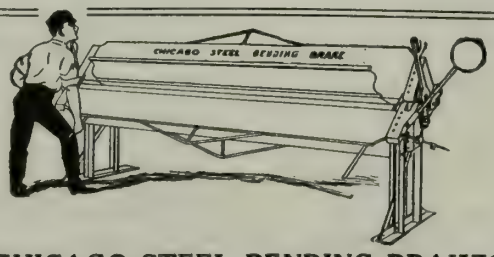
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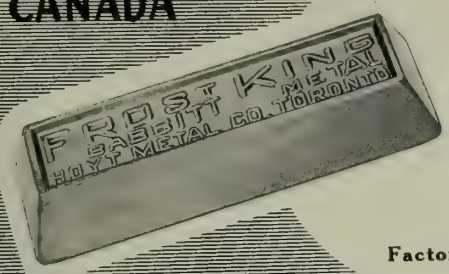
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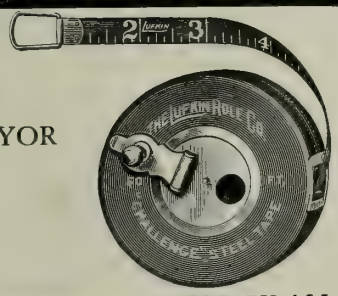
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MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

At the rear, he has built an office for himself and bookkeeper, which is airy and receives plenty of light from a rear window. The writer found a pile of trade papers and catalogs on his desk, the presence of which Mr. Boucher explained by the fact that he had been away several days. He intended going through every one of them carefully. Any article in the trade papers which he considers likely to be helpful, he marks. They are then passed on to the clerks for perusal, one of whom clips the special articles, and files them for reference. Catalogs are examined carefully and only those considered useful are filed.

It was observed by the writer that the advertising pages of a hardware trade paper lying on the table were clipped. "You will excuse me for saying it," said Mr. Boucher, "but I often find the advertising pages more interesting than the editorial. That is perhaps the chief reason why I buy the trade papers. Those clipped are the ones to which I have replied."

From Hardware and Metal
March 27 issue, page 32.

The above extract, from last week's issue of Hardware and Metal, refers to the methods of a successful hardware merchant in St. Hyacinthe, Que. The money he spends in subscribing to Hardware and Metal works overtime for him. Do **you** secure the maximum benefit from **your** subscription to Hardware and Metal?

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143-153 University Ave., Toronto

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HARDWARE AND METAL

Vol. XXVII. No. 15 — PUBLISHED EVERY SATURDAY SINCE 1888 — April 10 1915

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UNIVERSAL Coffee Percolators

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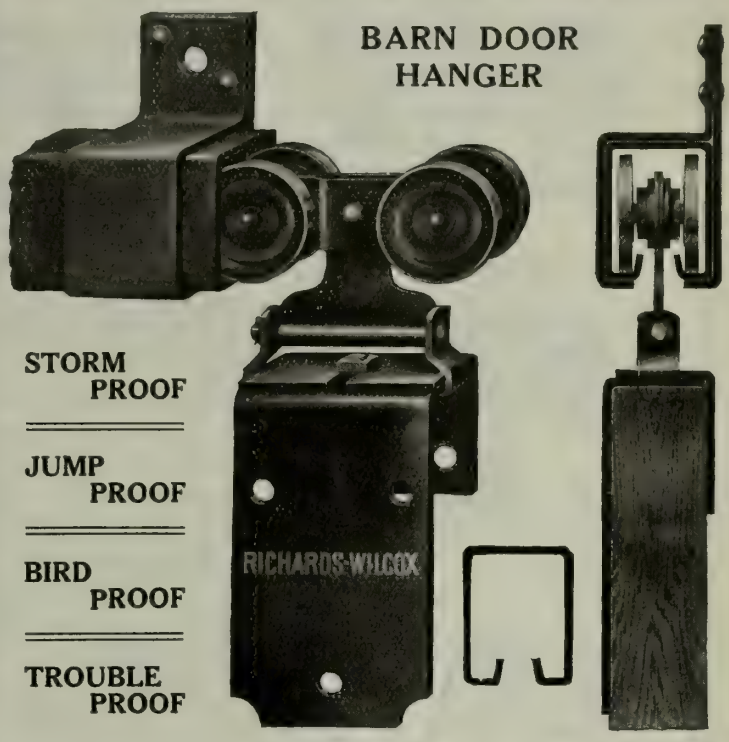
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See Page 71





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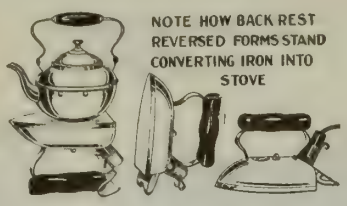
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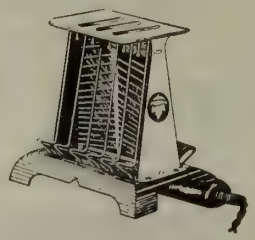
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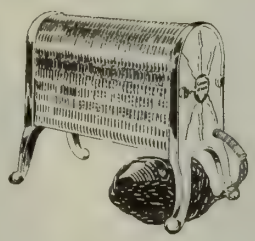


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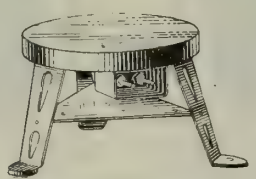
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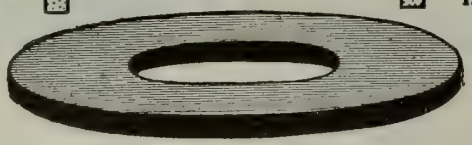
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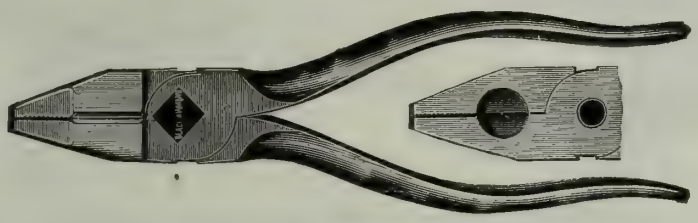
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Catalogue list, per dozen,	$6.80	$7.80	$9.00	$10.00	$13.60

Black Diamond Fence Pliers



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- 2 Hammers
- 1 Wire Stretcher
- 1 Wire Splicer
- 2 Wire Cutters
- 1 Plier
- 1 Wrench

Pull Staples Straight,
Drive Staples Straight,
Stretch Wire, Cut Wire,
Straighten Wire,
Splice Wire,
Turn Nuts, Hold Pipe.

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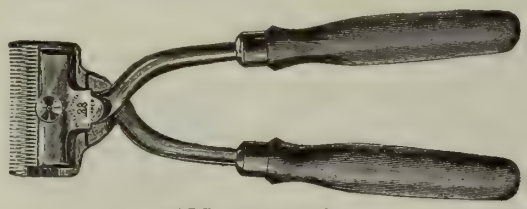
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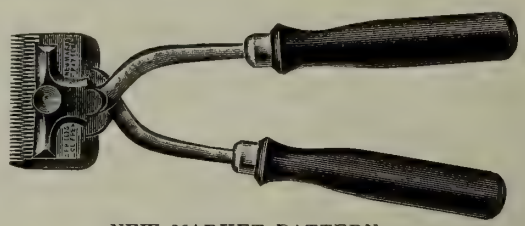
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

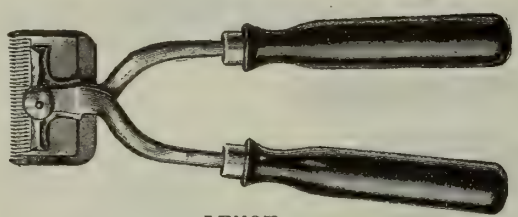
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

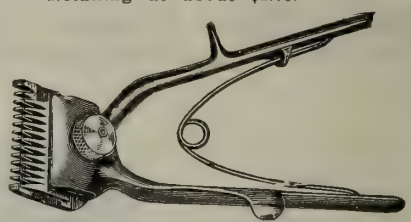


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



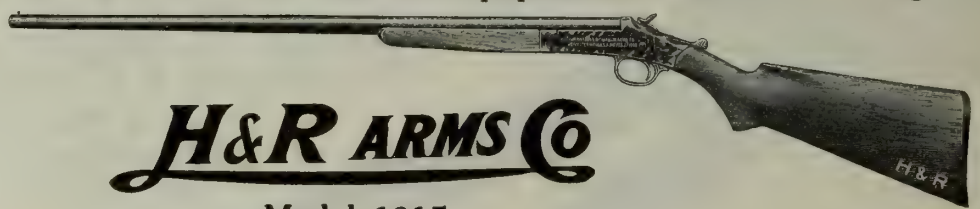
Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

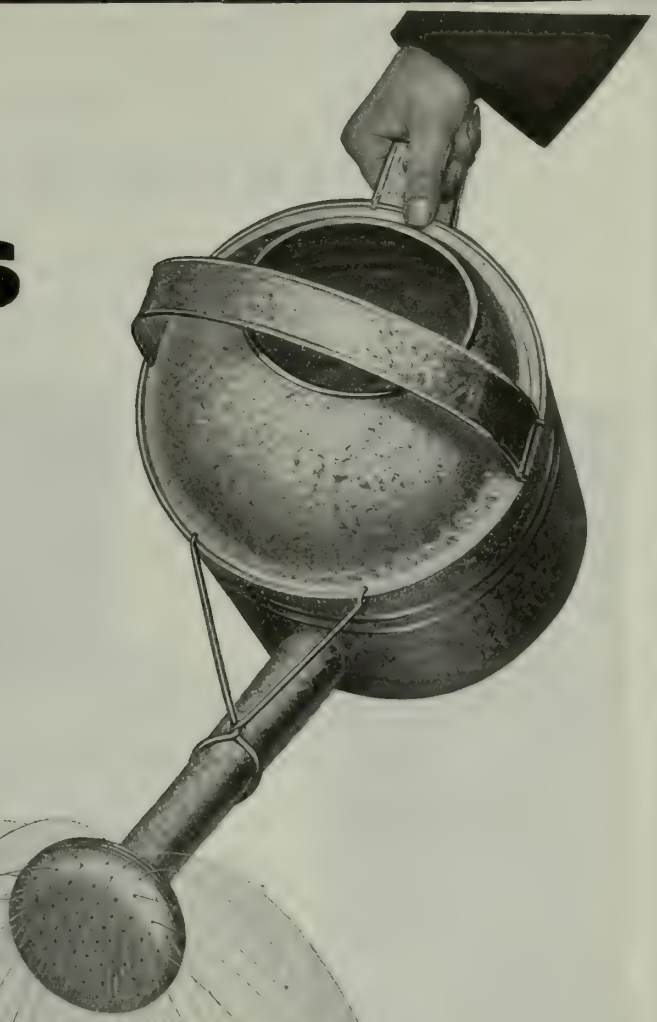
Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

Customers Favor Them



THREE FINISHES

SIX SIZES

ALL TESTED FOR LEAKS

ALL SMP QUALITY TRADE MARK

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Below are illustrated a few of the many items manufactured by

ANDREWS WIRE WORKS of CANADA

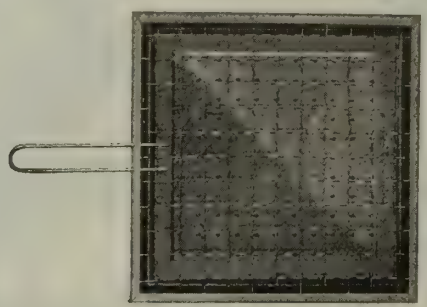
LIMITED

WATFORD, ONTARIO

who want to put their complete catalogue into the hands of every one interested. Send for it now before you forget it.



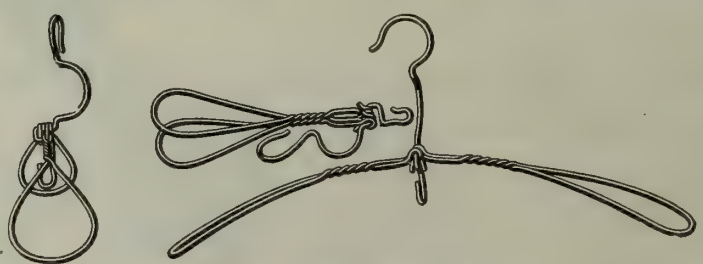
No. L90—Sanitary Dust Pan
No Stooping to Sweep



No. 306 Androck Toaster
Toasts Quick Saves Gas



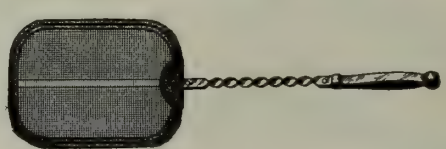
No. 315 Kitchen Kumfort Toaster
The best toaster on the market for Gas, Gasoline or Coal Oil Stoves.



No. 1-N—Nickel-Plated Garment Hanger.



L-160 Plate Scraper



227 "Kant-Scratch" Fly Swatter



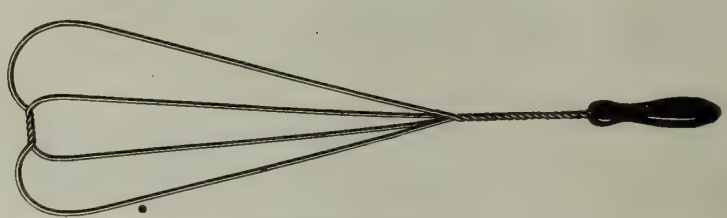
39—Trousers Hanger.



No. 23-1 Fork



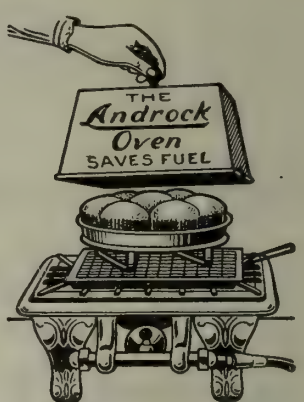
No. 14½ Potato Masher



141 Carpet Beater.



No. 168—Cake Turner



No. 316 Androck oven, jumped into popularity at once, and after two years on the market is selling better than ever.



No. VII Sink Strainer
Always Popular



No. 742 Tea Strainer



No. L 11 Kitchen Trowel



No. 34-E Egg Beater



No. 18—Tea Stand



No. 34-12 Egg Beater

"Salesmanship is Co-operation"—help the buyer select what he wants!

And what the buyer—your customer—wants, in an ice-cream freezer, is one which will give a firm, velvety-smooth product quickly, with least labor.

This is exactly what is achieved by the *triple motion* feature of the White Mountain freezer.

Triple motion means that, in operation, the container and its *two* dashers revolve each in an opposite direction to that immediately beside it. And since motion is a prime requisite of good freezing, this is why ice-cream can be made more quickly in this machine, and come out smoother than by any other method.



Strong and durably made:
Sound tubs—Malleable castings—Strong cans heavily coated with tin.

Simple and easy to operate:
Smooth, uniformly-frozen cream in three minutes.

Clean and sanitary:
Can, dashers, etc., all removable for cleansing.

Made in sizes suitable to every household and sweets-shop.

The only Triple Motion Freezer on the market.

MONTREAL LONDON
ST. JOHN, N.B.
TORONTO HAMILTON

McClary's

VANCOUVER EDMONTON
CALGARY
WINNIPEG SASKATOON

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Are YOU Making Money On Our 60,000,000 Trade?

We supply 90% of Canada's file requirements. Are YOU getting your share of this trade? It would pay YOU to handle the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(MADE IN CANADA)

They're files that dealers are proud to sell. Because they're as *uniformly* perfect as 50 years' experience—5 great plants—and the finest machinery can make them.

And they're profitable files to sell. They're advertised consistently in every field. Recognized in every industry as World-Standard Files. Stocked in large quantities at the factory—so that you need only a small stock on your shelves. That means many quick turn-overs—and the best net profit on your investment.

From every angle, the "Famous Five" are the RIGHT Files to handle. Why not write to-day for "File Filosophy" and our complete catalog?

NICHOLSON FILE COMPANY
PORT HOPE, ONTARIO

THE
STEEL COMPANY OF CANADA
LIMITED
HAMILTON, CANADA

BRIGHT WIRE GOODS

CUT NAILS

RIVETS AND BURRS

CARRIAGE TOP MATERIAL

SHOT

LEAD PIPE

WING BOOT CALKS

FORGINGS

WROUGHT PIPE

IRON and STEEL BARS

WOOD SCREWS

WIRE and WIRE NAILS

"BAY STATE" TIRE BOLTS

"TIGER" WHITE LEAD

HORSESHOES and HORSESHOE NAILS
"Bell" and "MRM" Brands

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CORRUGATED FASTENERS

TACKS

STAPLES

WIRE HOOPS

SPIKES

COTTER PINS

PROMPT SHIPMENTS

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN HALIFAX

The Watch for Hard Wear

Ingersoll



Practically every man carries a watch. He wants it, not as a jeweled ornament, but as a **timekeeper.** It must companion him in his every-day life — must go through all his activities and exertions without missing a tick. Like modern clothes, the modern watch must allow for freedom of action.

Such a watch is the Ingersoll. Thoroughly accurate and reliable, timing as closely as a man **needs** to be timed, it will yet stand harder usage than any other timekeeper made. Even the extreme strains of military campaigning affect it little, as scores of letters from the front have testified.

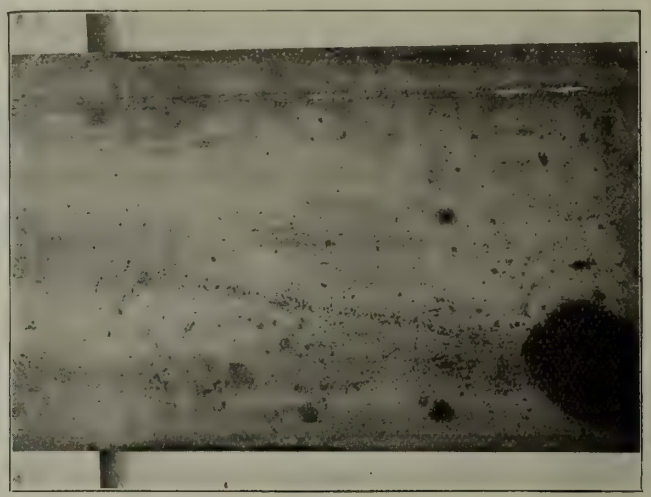
The Opportunities for Ingersoll Sales are Almost Limitless.

The man purchasing outdoor goods doesn't need much persuasion to add an outdoor watch. Every buyer of hardware or tools is a watch user. In fact, hardly a customer coming into your store but is an Ingersoll prospect. A display of the watches in your window, a case of them on your counter, is usually a sufficient reminder.

You do not have to buy Ingersolls in large quantities to get Ingersoll selling helps. They are included in every order, however small. Ask your jobber for particulars or address

Robt. H. Ingersoll & Bro.

200 McGill St., Montreal, P.Q.



The Fight for Durability

Chapter XII.

The streak along the top edge of this bar is clay. The lining of the furnaces and the ladles is subject to a heat of at least 2800° F.

The temperature at times melts the bricks and scours off the ladle linings.

It is not unusual for this clay to imbed itself in the metal.

It is obvious this will cause trouble if permitted to go into the finished sheet.

It offers unusual resistance to the sulphuric acid in pickling and can sometimes be removed only with hydrofluoric acid.

The galvanizing will sometimes cover it, but the coating is scabby and inferior.

It will crack the coating and even the sheet when formed up, and offers another inviting spot for rust to begin its deadly work.

ARMCO IRON
Resists Rust

Clay bars must be carefully sought and rejected to insure durability.

This trouble is always entirely eliminated in our product and this removes another cause for rapid corrosion. No clay in Armco-American Ingot Iron.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

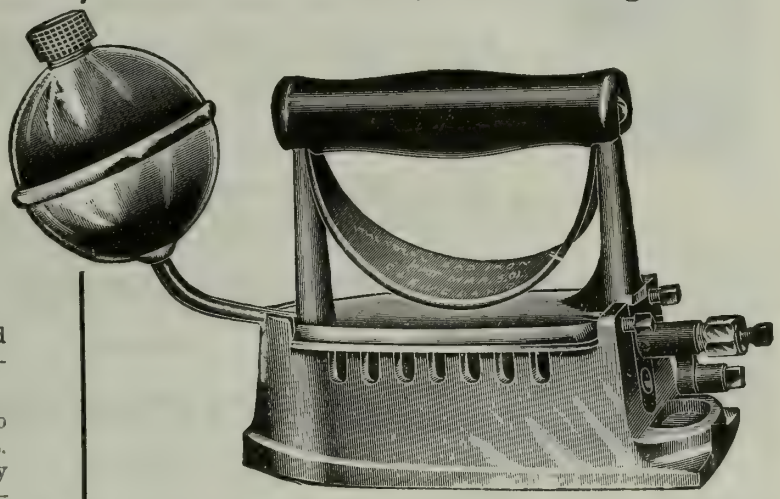
Licensed Manufacturers under Patents granted to The International Metal Products Company.
Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

"IDEAL" Gasoline Iron

Self-Heating



The Ideal is made from the highest grade material. BURNER AND GENERATOR ARE MANUFACTURED UNDER THE DIRECTION OF MEN WITH 20 YEARS' EXPERIENCE IN SUCH WORK.

Exposed parts are nickel plated and polished, giving the iron an ATTRACTIVE APPEARANCE.

When the "Ideal" is hot enough to iron heavy linens there is but 2½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs. — THIS INSURES ABSOLUTE SAFETY.

Cost of operation is less than one cent per day for a family of five.

A tank of gasoline will burn for four hours.

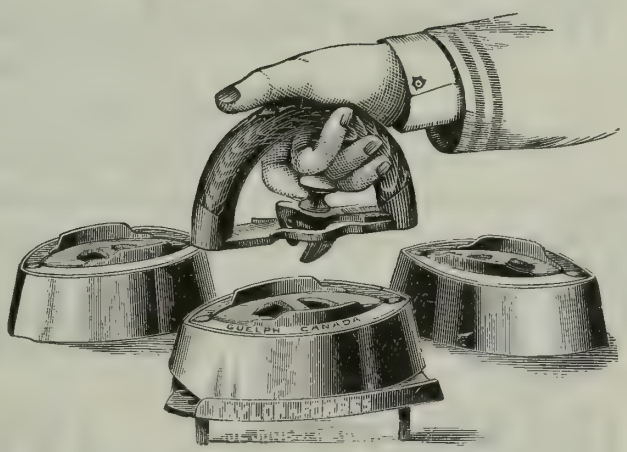
Heat can be regulated to suit conditions.

No possibility of scorching clothes.

There is no gas, the combustion being perfect.

Handle and operator always cool.

Directions accompany every iron and we guarantee satisfaction if operated according to directions.



MRS. POTTS Cold Handle Sad Irons

GENUINE PATTERN. No. 50, nickel plated. No. 55, polished japanned top, stand coppered.

Sleeve Irons

Nickel face, plated top, with narrow point suitable for finest work; lace, waists, etc.



WRITE YOUR JOBBER: IF HE CANNOT SUPPLY YOU, WE WILL DO SO QUICKLY.

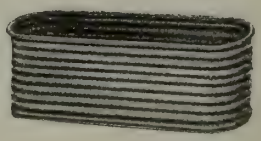
Taylor-Forbes Company, Ltd.

Head Offices and Works: Guelph, Ontario

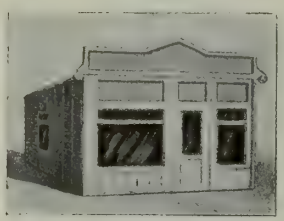
Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

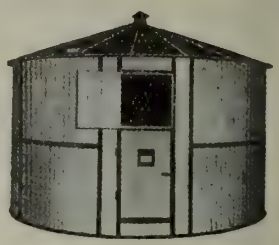
Attractive Agency Proposition





For All Sheet Metal Lines,
Water and Gasoline Tanks,
Portable Buildings for Implements, Stores, etc.
Granaries,
Culverts,
Well Curbing,
Metal Windows and Doors,
Corrugated Iron, Shingles, etc.





Estimates cheerfully given.

Winnipeg Steel Granary & Culvert Company

LIMITED

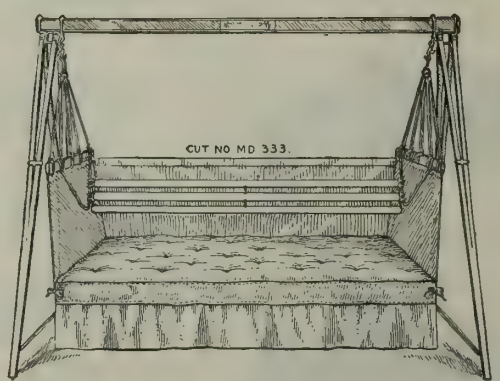
Head Office, WINNIPEG, CANADA

Factories at St. Boniface, Manitoba, and Regina, Saskatchewan

THE PALMER'S PATENTED

HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES

New York Office:
55 Worth St.



Canadian Office:
200 McGill St., Montreal
R. N. Scott, Representative

Write for Catalogs and Price List.

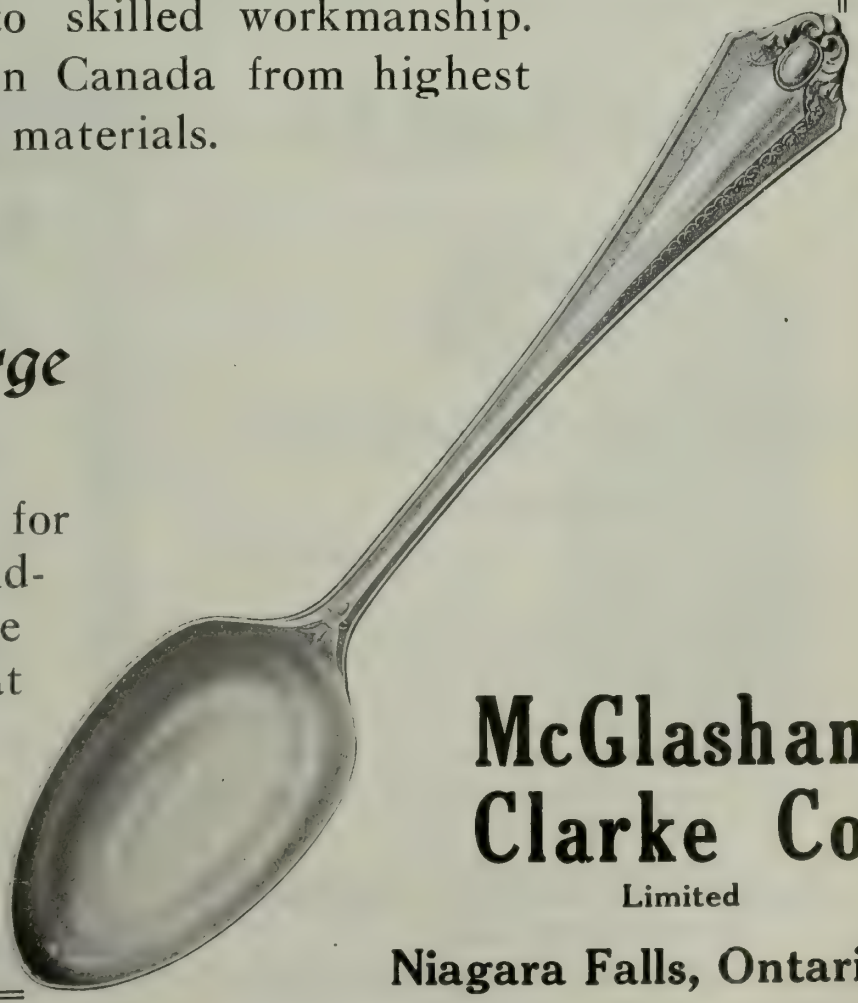
THE I. E. PALMER CO.

ARAWANA MILLS MIDDLETOWN, CONN., U. S. A.

The King's Plate

Silver Plate that Delights— Your Customer and You

How well we have succeeded is evident to every dealer who examines our line—with beauty of design that charms the critical eye—handsome finish that is a credit to skilled workmanship. Made in Canada from highest quality materials.



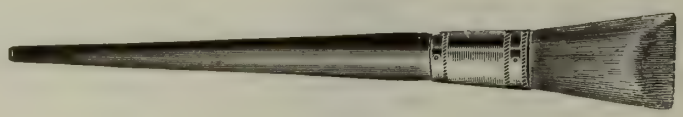
The King George Pattern

Deservedly popular for its simple yet handsome design. One of the patterns that you will be wise to have on hand.

McGlashan, Clarke Co.
Limited

Niagara Falls, Ontario

No Falling Bristles



Flexibility assures easy manipulation

Meakins Brushes

please the best of painters



They'll get you the "cream" of the brush trade

They are under the workmanship of experts from the selection of material to finished product—in Canada.

Send for our catalog — then order from your jobber. If he cannot supply you, we will do so, quickly.

MEAKINS & SONS, Ltd.
HAMILTON, ONT.

Warehouses: **Winnipeg, London, Toronto and Montreal.**



BUFFALO



"A" GAS ENGINE OIL

is offered as a

SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customers this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited
WINNIPEG, MAN.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

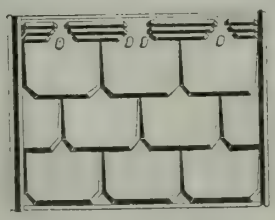


Buck Brothers
Milbury, Mass., U.S.A.



"EASTLAKE" STEEL SHINGLES

"Eastlake" Steel Shingles have a splendid reputation, over 30 years old, for durability, ease in laying, and water-tight qualities. People KNOW the "Eastlake." It has been consistently and heavily advertised for over a quarter century, and has always lived up to every claim we have ever made. You can now cash in on this reputation by looking around and seeing who needs a new roof in your neighborhood. Send us their names and we will co-operate with you with suitable advertising matter.



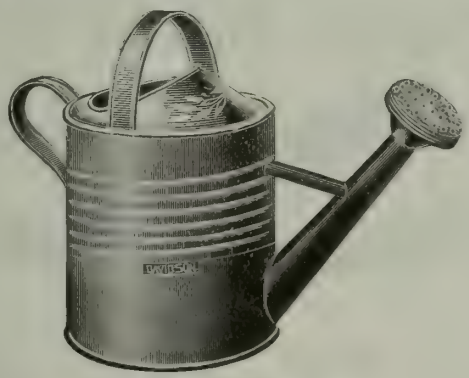
You will never regret pushing the "Eastlake" Steel Shingle—while it is low-priced, it has never been built down to a price, but up to a standard.

Get our illustrated list and selling helps.

The Metallic Roofing Co., Ltd.

Toronto Manufacturers Winnipeg

Japanned Watering Pots and Water Coolers



WATERING POTS

with seamless breasts and patent cleanable roses. Japanned in Green.

7 Sizes: 1, 2, 3, 6, 10, 14, 16 quarts.

Galvanized Extra Strong and made to last. 3 Sizes: 10, 16, 20 quarts.

WATER COOLERS

Nicely Japanned in Blue, Green or French Grey, and attractively decorated. Nickel-Plated Faucets. 6 Sizes: 2, 3, 4, 6, 10 and 15 Gallons. Can also be supplied with excellent Carbon Filters in 4 Sizes only, 3, 4, 6 and 10 Gallons. Each Cooler packed carefully in separate case, thus ensuring delivery in perfect condition.



Write for Prices

The Thos. Davidson Mfg. Co. Limited

Toronto MONTREAL Winnipeg

Quick Hot Water at a Big Saving of Gas

One minute after the

Stack Gas Water Heater

is lit it gives hot water at the tap

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

Easily sold. **Big Profit.**



James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto]

I·XL RAZORS

Guaranteed Finest English Steel



No. 1000

"Conqueror"

$13.85 Dozen



No. 2000

"Peerless"

$14.30 Dozen

Hollow Ground

Fully Concav

Gold Etched

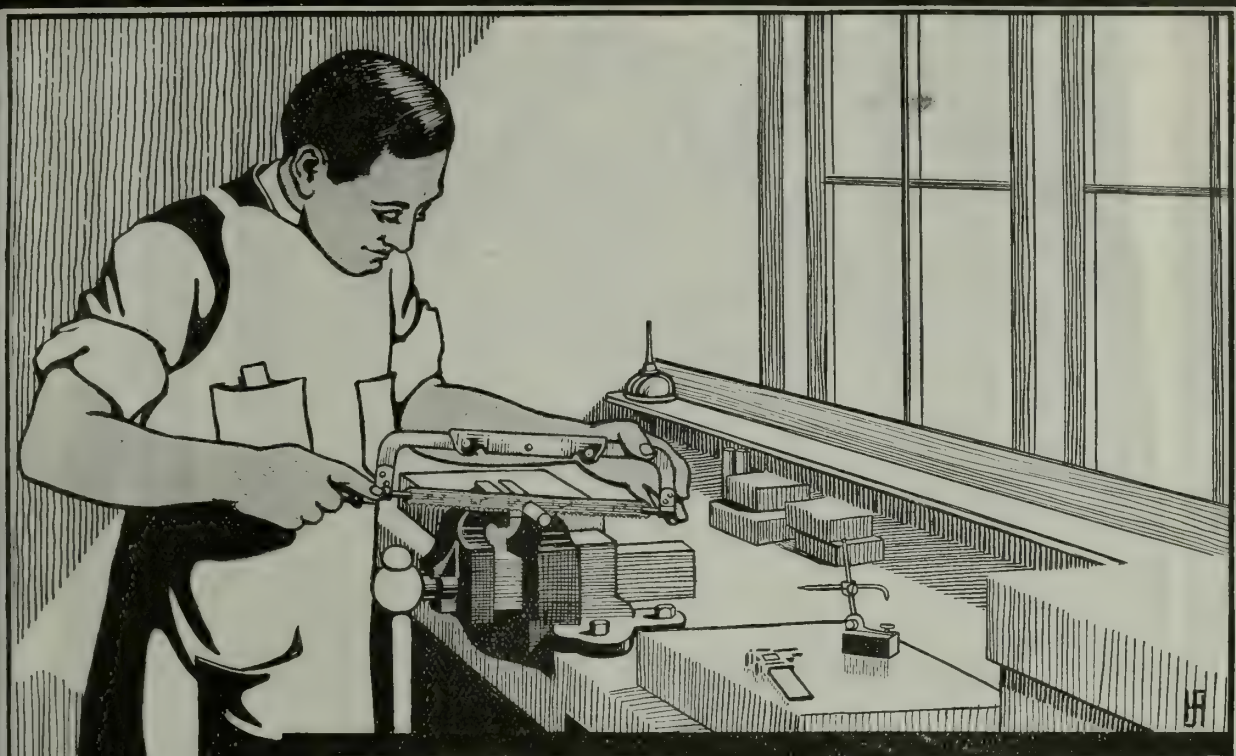
Stocked by all the leading Jobbers

MADE BY

Geo. Wostenholm & Son

SHEFFIELD, ENGLAND

Canadian Representatives, A. MACFARLANE & CO., Montreal



Regarding Hack-Saws--

You men in the hardware trade can never really appreciate what a nuisance the question of hack-saws is to the factory foreman or superintendent until you have heard the complaints of the workmen regarding breakage, easy dulling, teeth stripping, etc.

We faced these troubles in our own tool works until we got tired of them—and just a little bit "mad." Then we set to work and experimented with materials and processes until finally we produced a line of saws that suited us so well that we are willing to put our name on them. Because of our reputation as tool makers we know that

The Name Starrett Will Sell These Hack-Saws

Everyone knows we are old enough and big enough so that we would not put our name on a product that can't make good. As a hardware dealer you can make the initial sale of these saws on the strength of the name, and we are positive that after your customers have tried them they will come back for more.

The reason is this: We have selected a certain tungsten-alloy steel which we make into hack-saws—tempered by a secret process, developed by ourselves, which secures uniformity. The teeth are milled, not stamped out, and they are set evenly and perfectly by another exclusive Starrett process.

Now we want to sell these saws because we know they will cut quicker and last longer than other saws. It is a good line for you because of profits and repeat sales.

BY INVITATION MEMBER OF



Ask our salesmen for prices. Write for free catalog No. 20-M.A. showing the proper saws for various uses.

The L. S. Starrett Company, Athol, Mass.

World's Greatest Toolmakers

NEW YORK LONDON CHICAGO

42-440

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

TOWNSEND GAVE TO THE WORLD



THE BALL BEARING LAWN MOWER

No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

S. P. Townsend & Company

ORANGE . N. J.



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

1835— —1915

The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of **Scales** we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

Twenty-five years ago we became interested in Foster Bros.' brand of **Butcher Knives** and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff St. **New York City**

Write for complete illustrated catalogue of Spring Scales and Butchers' Cutlery

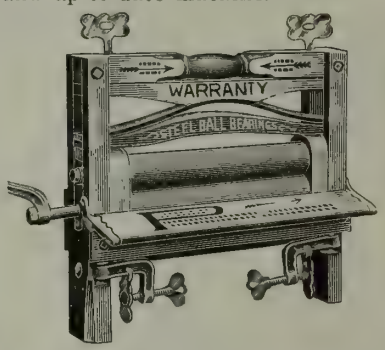
DO YOU REALIZE

That not far from your store are many families that do not own a



Washing Machine
or
Clothes Wringer

and many that do want a new and up-to-date machine.



You can make many sales by talking up and showing ARROW BRAND Wringers and IDEAL MOTOR Washers. THEY'RE KNOWN EVERYWHERE.

Cummer-Dowswell Limited
HAMILTON, CANADA

Our
Tiger Broom
50c.

is made to suit the most particular people. A real fine **Carpet Broom** on a **polished** handle.

Try a sample shipment of our 35c., 40c., 50c. and 60c. lines. They will **please** you.

We make **Factory Brooms.**

WALTER WOODS & CO.
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FLY SCREEN WIRE CLOTH
IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

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Inquiries Solicited

Canada Wire & Iron Goods Co.
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MADE IN CANADA

THE PRISCO DINNER PAIL

SANITARY, CLASSY ECONOMICAL

MADE IN CANADA

No sharp corners—no raw edges—everything rounded to facilitate quick and perfect cleaning. **NOBODY LIKES SOGGY GRUB.** The tea compartment in Prisco Pails is at the top, so the food is not affected by the steam heat from the liquid, and remains dry and free from sogginess.



Extra large tea compartment, which locks securely to top of pail by spring action of the heavy tinned wire bail.



Pie tray with rounded corners and folding wire handles to facilitate removal—easily wiped clean, and no corners or crevices for food to lodge in and decay.



Smooth, retinned Seamless Cup, which fits snugly so liquid can't slop out of container, but does not bind, and is easily removed by a simple twist.

Varnished Wood Handles.

Body of Pail made of I. X. Tin Plate, in ONE PIECE, and reinforced with neat flat beads.



Large opening in tea container, with strong rigid collar, through which hand can easily be inserted to thoroughly clean every portion of the interior of tea compartment.

Edge of Pail heavily wired and very rigid. Ears riveted on. Both Pail and tea container are double seamed and then soldered, and are guaranteed leak proof.



PRISCO PAILS.

Three sizes, Small, Medium and Large.

Nos.	100	200	250
Inches	8¼x5¼	9x6	9¾x6¾
Doz. in Carton	½	½	½
W't per Carton, lbs	11	12	14

There is nothing cheap about Prisco Pails but the price.

Manufactured by

E. T. WRIGHT COMPANY, LIMITED

HAMILTON, CANADA

MADE IN CANADA

MADE IN CANADA

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

We have a car of

INGOT LAKE COPPER

in stock. Write for prices.

WHEELER & BAIN, - TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



28 "Service" Branches Throughout Canada.



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

To take care of your requirements more fully we are spending

$1,020,000.00

in extending our "SERVICE" facilities

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 10, 1915. No. 15

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, General Manager.

ESTABLISHED 1887

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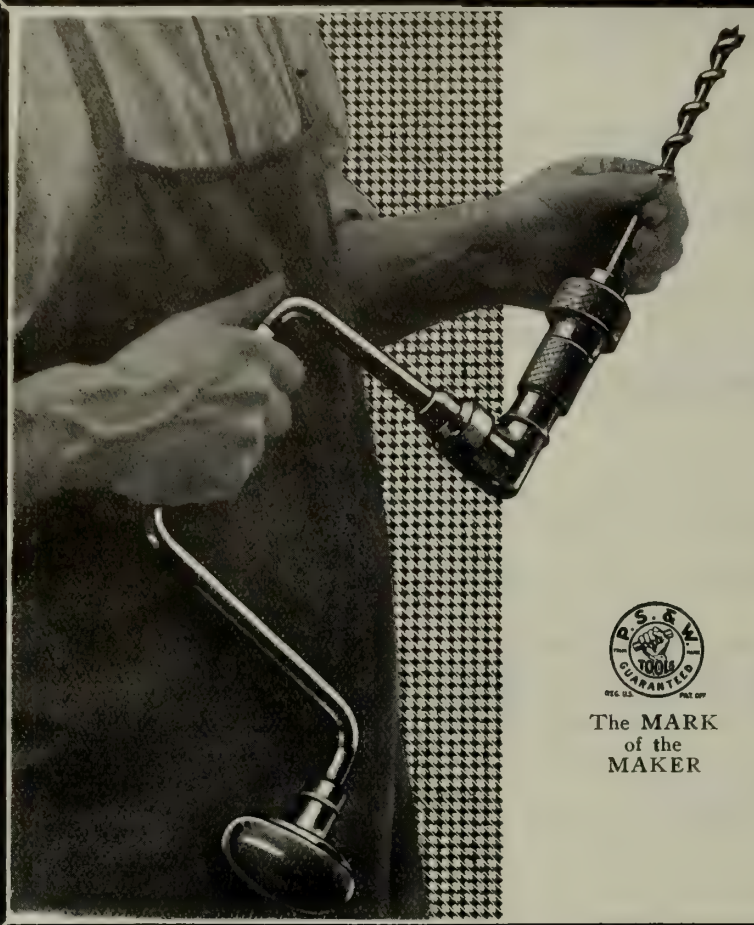
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Seeing is Believing

Put a Samson ball-bearing or a Peck ratchet brace in your customer's hands. Don't say a word. You can count on PEXTO quality, design and reputation to make the sale.

The MARK of the MAKER

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A Pexto Sale Paves the Way for a Dozen More.

The Substitutes for

CANADA

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

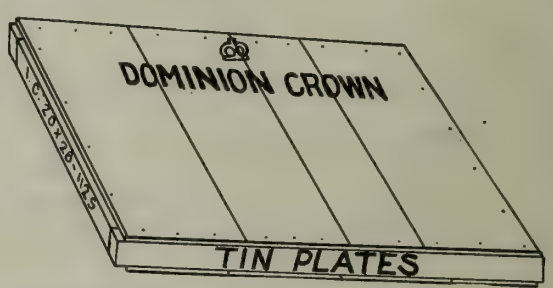
or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXVII. APRIL 10, 1915 No. 15

Activity in the Retail Association

Membership Contest Starts April 15—Officers Planning Big Things for the Association—Price Book to be Supplied to Members—The New Secretary Plans Service Department.

A FEW weeks ago Hardware and Metal stated that the newly elected officers of the Ontario Retail Hardware Stove Dealers' Association had plans underway for instilling new life into the Association, increasing the membership, and for giving the retailers a real service between conventions.

The officers of the Association have been working hard, and at a meeting of the executive held at the Queen's Hotel, Toronto, this week they were able to report considerable progress.

In the first place it should be remembered that the officers of the Association are practical hardwaremen and they have firmly determined to accomplish big things this year.

Arrangements are almost completed for the membership contest referred to in Hardware and Metal some time ago. The contest promises to be a real live one. Five teams are entered in the contest. The contest opens on April 15 and will close on Jan. 15, 1916. The cost for joining the Association is only three dollars for merchants; one dollar for clerks; one dollar for travellers.

Rules for Membership Competition 1915

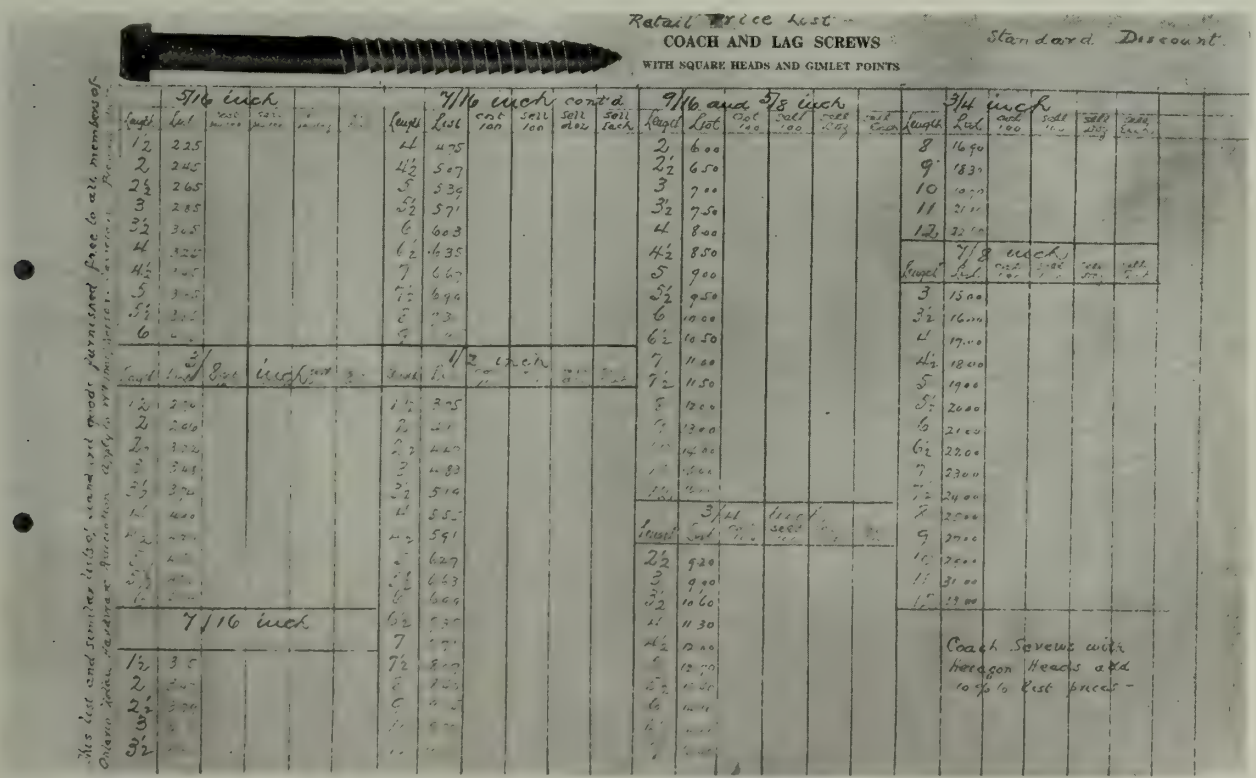
Competition to open April 15th, and close Jan. 15, 1916

(1) Captains to select teams from following districts.
  (a) Central—Niagara Peninsula.
  (b) Eastern—All Ontario east of Toronto.
  (c) Northern—Toronto to Barrie.
  (d) Western—All Ontario west of Brantford.
  (e) New Ontario—New Ontario north of Barrie.

(2) Applicants for membership may be received from any eligible firm or person, by members of any team, regardless of territory in which the applicant resides.

(3) The secretary shall furnish different colored application forms to captain of each team, and shall credit application to the proper team, whether sent in direct or through a member of the team.

(4) The Secretary shall not be a member of any team, and applications received by him, through the service to members plan, shall not be counted



Suggestion submitted by Secretary Macpherson, for price sheet on coach and lag screws for the new loose-leaf price book which is being prepared for the Ontario Retail Hardware and Stove Dealers' Association and which will be supplied to members free of charge. This sheet shows the page in rough form. The finished sheet will be neatly printed on a high quality paper.



C. W. CONN,

Tillsonburg, President, Ontario Retail Hardware and Stove Dealers' Association.

by any team, unless made on the colored forms, furnished to each team.

(5) Scores to be counted by points, as follows:

Member 3.00	fee	30 points
Clerk 1.00	"	10 "
Traveller 1.00	"	10 "

(6) No score to be counted, until fee is in the hands of Secretary.

(7) Secretary shall furnish to members of all teams, full details of Service plan to members, and all other assistance in his power.

(8) Captains shall furnish Secretary with names of members of their teams, and may add to same from time to time, either from new or old members. The number of men to each team is not limited.

(9) The secretary shall at stated periods advise the members of the teams with the respective standing of the teams as an incentive to renewed vigor.

(10) The procuring of a suitable Banner or Trophy for the winning team, shall be left to the Advisory Committee.

(11) All disputes or complaints shall be referred to the Advisory Committee, and their decision or action will be final.

(12) An appropriation of $100.00 being $25.00 to each team will be allowed for expenses, and accounts for expenses shall be rendered to the Secretary by the Captain of each team when voucher will be issued by the Secretary, up to the amount of the appropriation.

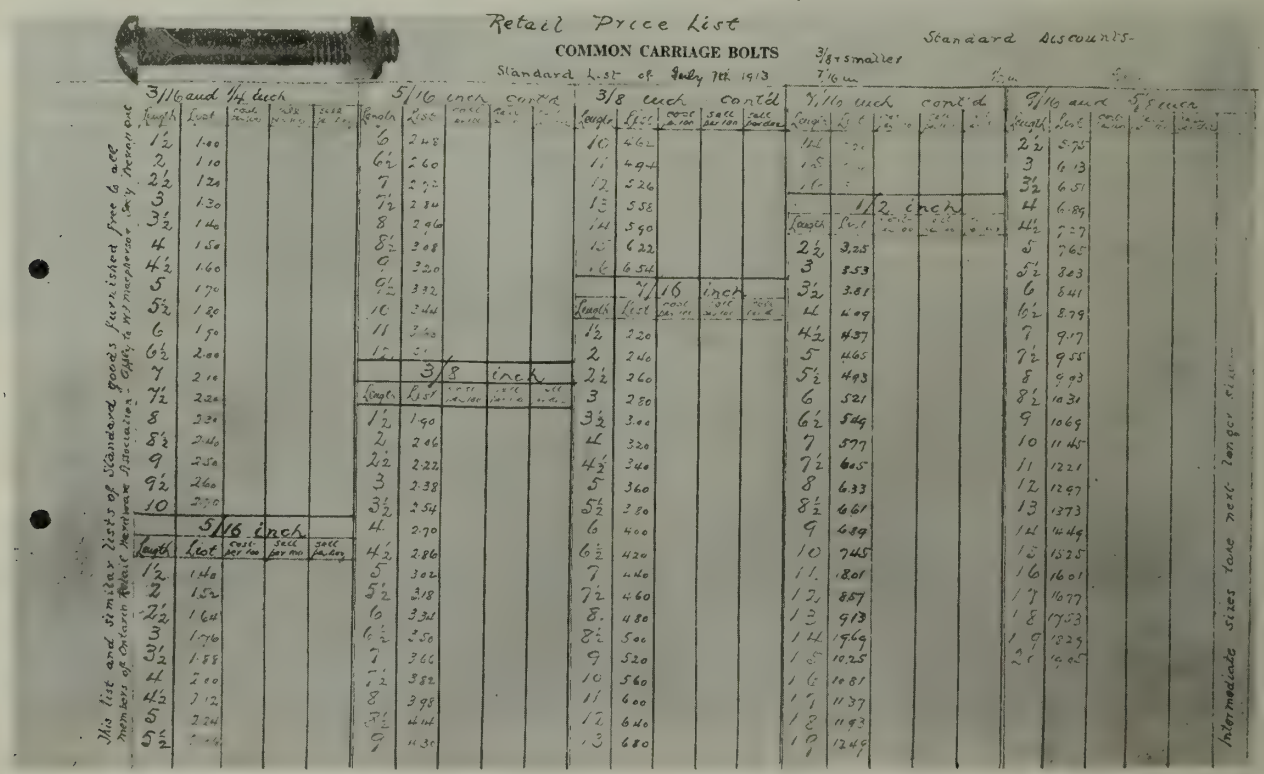
(13) The Executive or Advisory Committee may in addition to this competition, arrange for a travelers' competition should they deem advisable.

Retail hardwaremen throughout the province are urged to lend all possible assistance in the membership contest and to assist the officers of the O. R. H. & S. D. A. in building up an Association that will be a power in the trade. There is much work for a retail hardware association to do, and with the support of the mayority of the retailers in the province the Association will be able to undertake many big problems in the interests of the retail hardware trade. Many problems of vital interest to the retail hardwaremen are developing every week and it is highly important that there be some influential body to handle these matters as they come up.

In the next issue of Hardware and Metal which will appear two days after the opening of the contest, the names of the district captains, with additional details regarding the contest will be published.

W. F. MACPHERSON,

Prescott, Secretary, Ontario Retail Hardware and Stove Dealers' Association.



Suggestion submitted by Secretary Macpherson for price sheet on common carriage bolts for the new loose-leaf price book which is being prepared for distribution to members of the Ontario Retail Hardware and Stove Dealers' Association. *See cut on page 25.*

W. F. Macpherson, Prescott, Ont., who was elected Secretary of the Ontario Retail Hardware and Stove Dealers Association at the last convention stated some time ago that he was planning a service department for the members of the Association.

Some of the first fruits of Mr. Macpherson's labors are presented to retail hardwaremen in this issue of Hardware and Metal. Two illustrations show in rough form sheets from the members price book that is being prepared for members of the O. R. H. & S. D. A. This price book, of loose leaf design, will contain price sheets giving correct lists, sizes, etc., of carriage bolts, coach screws, wood screws, bar iron and many other lines. On each sheet spaces will be provided for cost prices, gross or hundred prices, dozen prices and each price. Any hardware man can see at a glance that this is a valuable feature. The sheets will be of a high quality paper, neatly printed and ruled and the price book will be worth far more than the cost to join the Association.

One of these price books complete with cover will be supplied to every member of the Association without additional charge. The three dollar membership fee covers all costs and entitles the retailer to all the benefits of the Association's account collection system, convention meetings etc., as well as securing for them a price book which alone is worth more than the three dollars. The two illustrations shown here are only in the rough form but the complete set will soon be in the hands of the printers and when completed will be reproduced in Hardware and Metal along with complete details. Secretary Macpherson has a number of other new features which will be introduced in the service department from time to time.

The Association is now doing practical work,—work that will benefit the retail hardwaremen. The place of the next convention has not been definitely decided upon but some members are inclined to think that London, Ont. will be the chosen city. Watch Hardware and Metal during the next few weeks for particulars regarding the activities of the retailers' Association.

Moved Offices.

L. G. Beebe, manufacturers' agent, Toronto, has moved from the Foy Building, to more commodious premises in the Webster Building, 53 Yonge street.

H. M. Smith, American sales manager of the Hutchins-Kilbourne Co., Buffalo, was a business visitor in Toronto last week.

More Opinions of Spring Number

IN last week's issue of Hardware and Metal appeared a large number of letters from prominent hardware firms giving their opinion of the annual spring number of Hardware and Metal, issued on March 20. Since the publication of last week's issue a great many more letters have reached the office of Hardware and Metal. A few of the letters are here appended:

W. F. Macpherson, Prescott, Ont.

"Allow me as a retailer to compliment you on your magnificent Spring Number of Hardware and Metal. This copy is full of interest from cover to cover, and the many suggestions obtained, both from the advertising pages, and your editorial and descriptive matter makes it a copy worth keeping for future reference. The educative features, relating to buying, selling, displaying and advertising are worthy of special commendation, and no merchant or salesman who will carefully read the several articles on these subjects can fail to reap a direct benefit, if he will adapt the suggestions to his own particular place of business. I wish you every future success.

Yours very truly,
W. F. MACPHERSON."

Carter Bros., Picton, Ont.

"The writer has read your Annual Spring Number of Hardware and Metal. The advertisements are great. The editorials are great. It's a great number all the way through. Published by a great publishing house, a house that every Canadian Hardwareman should feel proud of.

Yours very truly,
W. J. CARTER."

The Stanley Rule & Level Co., New Britain, Conn.

"Good. Very good. Cannot help but be of interest and value to the retailer."

Millers Falls Company, Millers Falls, Mass.

"We are just in receipt of your issue of March 20, and compliment you upon the exceedingly attractive appearance of this number. It should stimulate buying among your subscribers, and we have no doubt will be held as a reference number.

Truly yours,
MILLERS FALLS CO.,
F. H. Atwood,
Sales Manager."

The Canada Paint Co., Montreal, Que.

"Your Annual Spring Number of Hardware and Metal appears to us to be fully up to your usual standard, and altogether is a very creditable production.

From the point of view of a retail hardware man, the whole number should be of the greatest interest both in reading matter and advertising, and from the advertisers' point of view, we can only say that we are very glad we are in it.

Yours very truly,
THE CANADA PAINT CO., LTD.,
H. W. Aird,
Manager."

C. S. Norcross & Sons, Bushnell, Ill.

"Referring to your Annual Spring Number of Hardware and Metal, in which we have advertised now regularly for several years, wish to say, that although we have not yet found time to read this through as closely as we expect to, we have gone through it sufficiently to satisfy ourselves that this is truly a wonderful number.

"We trust we realize to some extent at least, what it means to produce an issue like this and we want to congratulate you upon the excellency of this number from every point of view. The advertisements are impressively set and arranged and the topics which appear in the reading columns, are unquestionably such that will be interesting and helpful to retail hardware dealers who are of course, the principal beneficiaries of a hardware trade paper.

"We have often thought, that among all the different classes of merchandising in which men are engaged, the hardware business above all others, is blessed with the most interesting, instructive and helpful reading matter that comes from the trade press.

It seems to us that more brains and study are brought in to play in hardware trade journalism, than any other branch of trade; although our judgment on this may possibly be due to the fact that it comes more closely home to us by reason of our relations to this particular branch of trade, and that we therefore read hardware trade papers almost exclusively among trade publications.

"In any event, we know they are very high class and we congratulate Hardware and Metal upon being among the best that come to our office. We remain,

Yours very truly,
C. S. NORCROSS & SONS."

Life is a game in which one man's push is pitted against another man's pull.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 10, 1915 No. 15

THE HIGHER paint prices predicted by Hardware and Metal are due on April 15.

* * *

WHEN THE sales-force is working in harmony with the merchants selling policy, and his other merchandising systems are good, he may be sure that he has secured a maximum efficiency in selling.

* * *

THE FIRE WASTE in Canada recently is the worst in the whole world. The loss in Canada would pay off the national debt in twenty years. It is seven times as great per capita as it is in Great Britain, and we are paying five times as much for our insurance as they are in Europe.

Bookkeeping and Credit

THE Credit Men's Journal in a recent issue draws attention to a matter which should receive the attention of every retail merchant, and that is the question of retail bookkeeping and credit. We believe that the retail hardwaremen as a rule are careful regarding their bookkeeping and credit, but we are reprinting the article which reads as follows:

"The average retail merchant does not realize that his inability or neglect to keep a proper set of books is an extremely serious handicap to him and in the eyes of the law a very serious offence. The Criminal Code makes it an indictable offence to get into debt to the extent of a thousand dollars without having the ability to pay and without having kept books for five years next before the inability to pay. The Code makes the guilty person liable to a fine of $800 and one year's imprisonment. However, the sting is taken out of the section to some extent by the fact that books to be kept are simply such books of account as are usually kept in that business.

There is a strong feeling in various interested quarters at present that something should be done to raise the standard of business methods among retailers, even if it is necessary to amend the Criminal Code on the subject.

The interested parties are, of course, those who are granting credit to the retail merchant. The retailer as a rule is honest, a good salesman, a good judge of the demand in his locality, but he consistently avoids a complete system of bookkeeping.

There are several reasons for this. In the first place, he hasn't time, or imagines he hasn't. Secondly, he lacks ability. Here again his imagination has something to do with it, and no doubt he would astonish himself if a simple set of books were placed in his hands. Thirdly, he does not see the utility of bookkeeping. He can appraise his stock generally at a glance, and as a rule his selling price allows him a fair profit. Like the farmer, he knows that he is getting a living and that quite often he has a balance in his favor in the bank. That that balance is more than offset by liabilities he knows sometimes and sometimes he doesn't.

As a rule the retailer understands the extent to which he is dependent upon credit, but he steadfastly refuses to see that that credit would improve if the credit men, i.e., the banker and the wholesaler, knew more about his business. The wholesaler bears the burden of the financing of the retail trade, because he knows more about it than anyone else, but all he knows is the volume of the goods the retailer is turning over.

The Retailers' Association has taken up the matter with the idea of improving the credit basis and the bankers have taken the matter up with the idea of protecting themselves. It is up to the wholesaler to do something also in the way of self-protection. As the chief source of credit for the retail trade, he has it in his power to force the retailer to keep a set of books that will show the profit and loss in any month in any year since he started in business."

The Business Outlook.

IN commenting on the business situation in various industries The Financial Post a sister publication states:

Canadian industries generally are finding more orders coming to them but they are smaller in volume than usual. We are not referring to the special orders arising out of the necessities of war but to what might be called the normal sources of business in Canada. An eminent manufacturer said that the man who says that business at present is as good as it was last year has forgotten to leave the "ginger" off his ale. Undoubtedly business is not yet up to the volume of the corresponding period of a year ago. The outlook, however, is changing for the better.

Last week reference was made to the Government bank statement which showed a continued steady increase in the savings of the Canadian people. It is not very generally realized, however, that the savings deposits carried by our chartered banks stand now at the highest level in Canada's history with the exception of July last, the month immediately preceding the outbreak of war. The respective figures for July, 1914, and February, 1915, are $671,214,-

125 and $671,088,613. In other words, our present savings are but .0001 lower than the highest mark touched in our banking history.

It is satisfactory also to record that business offering to our railways is improving. Actual figures, of course, show a heavy falling off in gross as compared with a year ago, but the net is gaining. The latter result is no doubt due to drastic economy, but aside from this the disparity between the gross of this year and the corresponding figures of a year ago is closing up somewhat.

It will not have escaped the observation of business men that trading on Toronto and Montreal exchanges has been slightly more active and interest has now extended to certain industrial issues. We think that activity in this respect will be precedent to any real industrial activity comparable with that existing prior to the war or before the depression set in in the early part of 1914. At Montreal the activity in this respect is notable.

Most of the bankers on the other side of the line, in their reviews at the end of the month express the opinion that business is reviving very slowly and that money is quite easy. Moreover, crop conditions are reported as being excellent not only as to growth but as to acreage sown to spring wheat. The fall wheat is looking well. If the crop comes off all right the chances are that money in the United States will continue to be easy for the rest of the year. Canadians will be interested in this fact inasmuch as it means a market for their securities at a reasonable figure, the effect of which will be to stimulate industry somewhat. If, at the same time, the Canadian crop is normal, there will be no dearth of money, the continued ease of which will no doubt stimulate industrial activity and development work despite the incidence of war.

Pay-up Week.

ACCORDING to reports a certain township in one of the Western States originated a bright idea which seems to have taken root in a very large section of the state. When the town in question announced its purpose of observing a "pay-up week," in which all debtors would make settlement, everybody smiled. But the thing was done, and several thousand unsettled bills were cleared in the process. Now the place has had its most prosperous year, and many other Western towns and not a few big cities are considering a "pay-up week." The philosophy of the plan is simply this: that by paying your bills, the other fellow is enabled to pay his, and so on in a sort of endless chain, which finally comes around to you again, with you out of debt and no one owing you. Thus all are quits, the commercial skies are clear, and everybody feels better. In the first experiment it is said over $40,000 in old accounts changed hands, and the further liquidation promises to be a financial tidal wave.

The idea of a "pay-up week" is excellent and should be helped along by all retail merchants. The wider it extends, the more sound and stable will be the business of the country.

The Out-of-Town Buyer

MERCHANTS who complain of people of their district buying from mail order houses are not always immune from similar criticism. A country weekly paper takes one of them to task—and rightly too—when the editor says that it is funny how the buy-at-home game is preached by some merchants, and they generally tell their tale to the newspaper man. Recently one of these men, who, by the way, doesn't advertise in his home paper, was giving us his views on people who deal out of town. We pointed out to him that his printing had the appearance of being an out-of-town product. It was true. He bought it in Toronto, and that, too, at a price as great if not greater than if bought here. The subject suddenly changed.

"The other day," the writer adds, "one of our readers from the country gave us a strong argument as to our attitude on people buying away from home. He said a man should buy where he could buy the cheapest, and get the best. This is sound commonsense. We argued that he did not give the home merchant a fair chance. He purchased goods from a catalogue and took what he got whether it was up to quality or not. With the home merchant you can see what you get and if there is anything wrong he is ready to make good when you approach him. We suggested that he take his order to the home merchant, show him what he was going to send away for, and the price, and see if he couldn't do better at home. Our friend said, "No, I wouldn't do that. In fact I never buy away from home at all." We had been talking to a man who realized that good home towns made his farm more valuable, and the community he lived in more habitable. What brought up the discussion no doubt was the fact that he went to the station and got a package of goods for a neighbor and he probably felt he was a little disloyal to his section by obliging his neighbor in taking it home.

War Tax on Letters

ANNOUNCEMENT has been made at Ottawa that the war taxes which have not already come into effect will do so on the fifteenth of April. The trade will therefore take note of the fact that a war tax of one cent has been imposed on each letter and postcard mailed in Canada for delivery in Canada, the United States or Mexico, and on each letter mailed in Canada for delivery in the United Kingdom and British Possessions generally, and wherever the two-cent rate applies, to become effective on and from April 15.

This war tax is to be prepaid by the senders by means of a War Stamp for sale by postmasters and other postage stamp vendors.

Wherever possible, stamps on which the words "War Tax" have been printed should be used for prepayment of the war tax, but should ordinary postage stamps be used for this purpose, they will be accepted.

This war stamp or additional stamp for war purposes should be affixed to the upper right hand portion of the address side of the envelope or post card, close to the regular postage so that it may be readily cancelled at the same time as the postage.

In the event of failure on the part of the sender through over-sight or negligence to prepay the war tax on each letter or post card above specified, the letter or post card will be sent immediately to the nearest Branch Dead Letter Office. The department announces that it is essential that postage on all classes of mail matter should be prepaid by means of ordinary postage stamps. The war tax stamp will not be accepted in any case for the prepayment of postage.

CARDWRITING MADE EASY

by

R. T. D. Edwards





LESSON NO. 4.

IN this article, No. 4 of the series, I am going to dwell at some length on one of the most important features of card writing, viz., brush work. The brush is the most important tool of the card writer's equipment. The card writing pen is quite satisfactory for some kinds of lettering, but if a card writer is a master of the brush he can get along much more easier without pen work than he could without the brush. With a brush it is possible to do heavy one-stroke lettering or very small work, and this can be done rapidly by the man who is able to master the brush. The brush can also be used for making large outline lettering such as used for posters or large cards. For work of this kind a pen is not the correct tool, but it has been shown in previous articles that the pens will do the work if brushes are not available.

In selecting brushes, I would recommend "red sable writers." The hair of the red sable brush is arranged in such a manner that it works out to a chisel point. The round ferrule can be secured in nickel-plated or brass. When testing a brush wet in clean water and draw the hair of the brush gently between the thumb and forefinger. Thus, the length of the hair is shown and in a good brush the hair will be of uniform length, such as shown in Fig. 1.

The Best Brushes.

The five illustrations accompanying this article show the regulation sizes of the best red sable lettering brushes. The illustration is made from an actual photograph which shows the ferrules and hair of the brushes. The black stroke above each brush indicates the width of the stroke made by the brush below. Of course, the width of the stroke is very often regulated by the quantity and thickness of the paint carried in the brush while lettering.

In buying a brush be careful you do not get a brush with an uneven tip. In Fig. 2, note the centre brush. A brush like this is absolutely useless for good card writing. It is well to remember that the hair at the end of the brush is, or should be, the natural ends of the hair as it grows, and this is the reason why it can be brought to a fine wedge point. If the hair is uneven it is necessary to trim the ends and this makes a hard point in the brush. The hard point is not satisfactory in doing good lettering.

Figure 2.

Select the first brush I have shown in Figure 2. I would also advise the use of a sable brush with a round ferrule. The round brush is more easily controlled than the flat and will carry more color; it also has more spring and life.

Two, or at the most, three, brushes will be sufficient for the beginner to purchase. The card writer should always keep his brushes in good condition. Neglect will ruin brushes. Always wash the brushes thoroughly when through work. Paint left in the brush at the root of the hair will split the hair and cause it to fall out (see illustration in Fig. 2).

After washing the brush be sure and see that the hair is straight and in proper working shape. If stray hairs get out of shape and are allowed to dry the working quality is impaired. Should the paint at any time harden in the brush, let it soften in water for five minutes before attempting to clean it. Do not bend the hair if the paint has dried on it, for this loosens the hair from the ferrule and causes dropping out, thus rendering the brush useless for card writing.

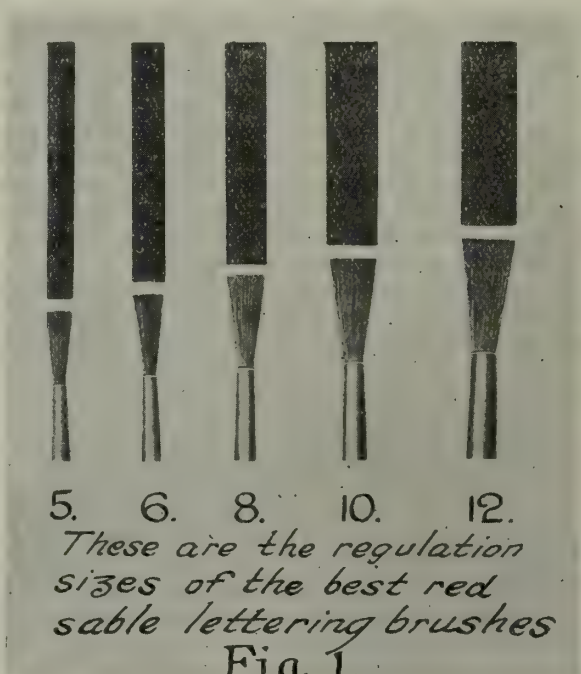


Fig. 1.

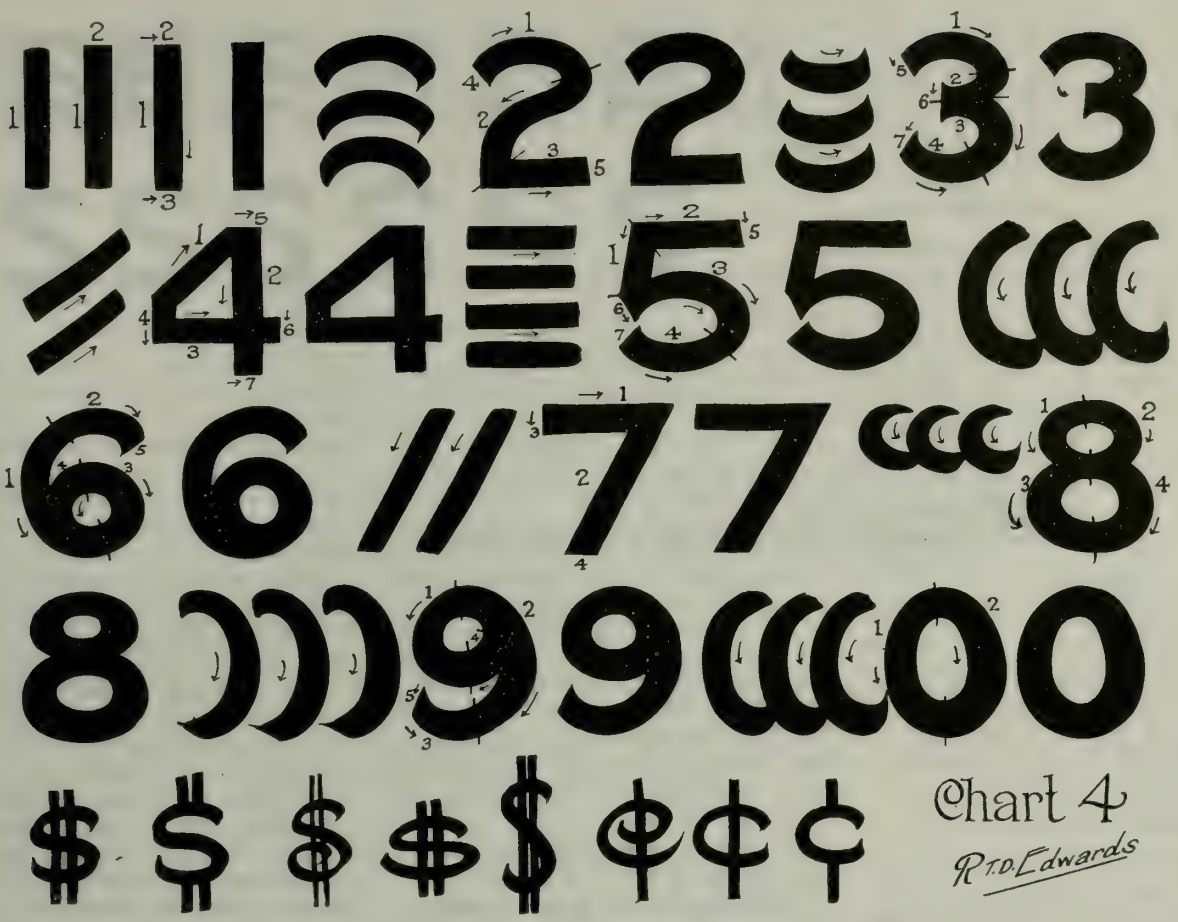
Caring for the Brushes.

Do not allow the brushes to lie on a piece of cardboard or glass long enough to allow the paint to dry. Should the paint become hard and stick to the cardboard or glass, put a few drops of water on it and allow it to soften before attempting to remove (see Fig. 4).

Brushes should not be allowed to stand very long in a glass for this bends the hair and makes the brush unfit for good work. Should a brush become bent from standing in a glass it sometimes takes a considerable length of time to get it back to the original shape (see Fig. 3).

The card writer should treat his brushes just as the careful mechanic treats his tools—as though his job depended on them.

In Lesson No. 1 I stated that the card writer should have a



slanting table. If a special table is not available you can use an ordinary kitchen table by cutting about three inches off the front legs. The height of the table should be such that it would not interfere with the free swing of the right arm. Always sit square in front of the table and keep the top of the card on which you are working slightly toward the left, so it will be parallel with your right arm.

Fig. 5.

Keep your pot of color at your right hand, with a piece of scrap glass or paper near it. This can be used for working the brush to a flat point after it has been dipped into the color. Do not attempt to letter in card by using the color direct from the paint pot to the card. To begin, lay out a blank card as shown in Fig. 5. Mark out lightly with pencil guide lines two and one-half inches apart. Then proceed to practise the exercise and figure separately as indicated. Remember, you cannot practise too much. Follow the instructions keep the brush flat and do not be afraid to spoil a little cardboard.

Chart No. 4.

Chart No. 4 shows the complete set of figures, dollar and cent marks necessary for making price tickets. These are made by the one-stroke method; each stroke is numbered, and by following the numbers you should not have difficulty in doing the work.

The "1" is composed of three strokes, the main down stroke and the top and bottom finishing strokes. The "2" is a five-stroke figure, the small cross lines indicate where the strokes join. The "3" is composed of seven strokes; in this figure the top loop should be slightly smaller than the bottom.

In Making the Figures.

The "4" is also composed of seven strokes; this figure requires a great amount of careful practice. Care should be taken in making figure "5." This is a hard figure to balance properly. The illustration shows where the strokes are joined; this figure is composed of five strokes. In making figures it is important that all joints be hidden as much as possible, and each letter should look as though composed of a continuous stroke.

The "7" appears simple, but to make this letter correctly considerable practice is required. The hardest part in making this letter is to get the plant

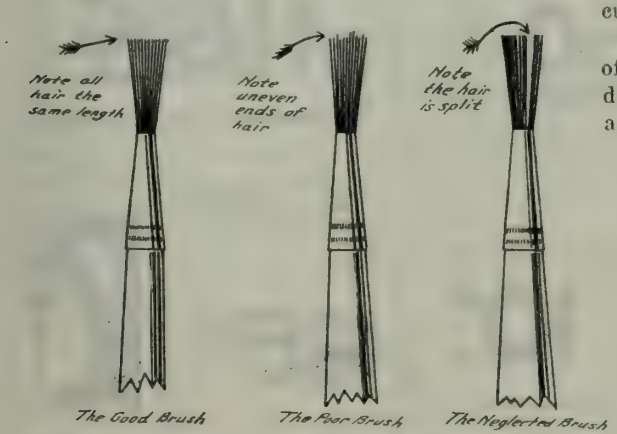


Fig. 2.

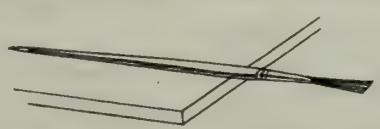
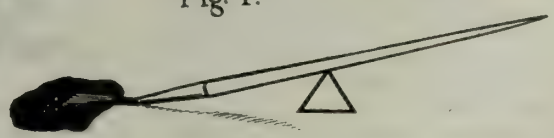


Fig. 4.



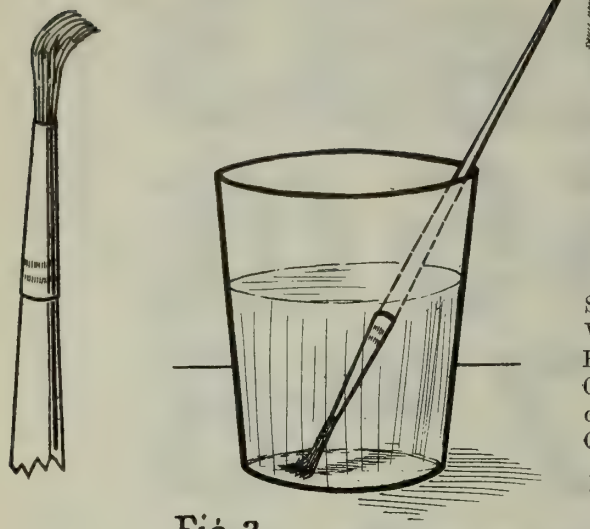


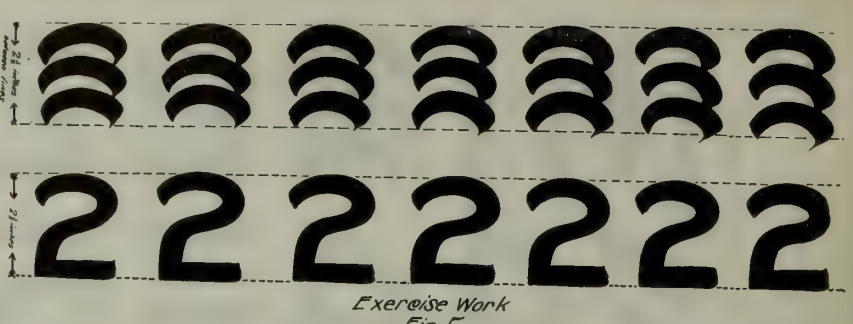
Fig. 3.

stroke at the right angle. As shown in the chart, the top loop of the figure 8 is smaller than the lower one. Four strokes are required in making this figure, but each stroke must be made correctly or the figure will be spoiled.

Collection of Price Cards.

The collection of price cards shown in Fig. 6 gives a fair idea of the work that can be done by a student who has mastered the foregoing lesson. The ruling on these cards was done with the stub pen shown in a previous lesson.

In buying materials I would advise the card writer to buy prepared show card colors as they are the best for brush work. These can be purchased in dull or gloss finish. The former is most desirable. Do not use pen ink for brush work.



Exercise Work
Fig. 5

HARDWARE LETTER BOX



Waste Paper.

Repheron Bros., Ltd., 54 Queen Street, Ottawa, Ont.—Can you give us the address of firms who purchase waste paper?

E. Pullan, corner Adelaide and Maude Streets, Toronto, Ont.; The Levi's, 100 John Street, Toronto, Ont.—Ed.

Small Japanned Wooden Handles.

The Collins Mfg. Co., 413 Symington Avenue, Toronto, Ont.—Could you give us the names of manufacturers of wood handles, japanned and baked, such as currycomb handles?

E. B. Salyerd, Preston, Ont.; Canada Spool and Bobbin Co., Ltd., Walkerton, Ont.; Lyster Wood Box Turning and Enameling Co., Ltd., Lyster, Que.; Lachute Shuttle Co., Lachute, Que.—Ed.

Firms Doing Steel Stamping.

H. Pitts, Cornwall, Ont.—Could you put us in touch with firms who could do stamping on soft steel or iron, or angle brackets about 1 x 1½ by 1 inch wide?

Dominion Stamping Co., Walkerville, Ont.; W. H. Banfield & Sons, Toronto, Ont.; Duncan Electrical Co., Montreal, Que.; Homer & Wilson, Hamilton, Ont.; Monarch Electric Co., St. Lambert, Que.; Electric Metal and Stamping Co., New Hamburg, Ont.—Ed.

Sporting Goods Manufacturers.

Fraser's, Limited, Vancouver, B.C.—Will you kindly furnish us with names of sporting goods manufacturers in Canada?

A. J. Beach Co., Brantford, Ont.; Bentley & Anderson, Niagara Falls, Ont.; Western King Mfg. Co., Ltd., Winnipeg, Man.; Harold A. Wilson Co., Ltd., Toronto, Ont.; A. E. Bregent, Montreal, Que.; R. W. Kerr, Montreal, Que.—Ed.

Raw Cedar Oil.

E. Boucher, Saint Hyacinthe, Que.—Can you advise me where I can procure raw cedar oil other than that prepared by the Channell Chemical Co.?

W. E. Bulmer, 32 Front Street West, Toronto, Ont.; A. B. C. Oil Supply Co., Montreal, Que.—Ed.

Small Sheet Metal Stamping Machines.

C. W. Clarke, Brechin, Ont.—Can you inform me where I may be able to purchase a small machine for stamping sheet metal?

Noble & Westbrook Mfg. Co., Hartford, Conn.; A. R. Williams Machinery Co., 64 Front Street West, Toronto, Ont.—Ed.

Aluminum Bread Tickets.

Fleurie Bros., Eaganville, Ont.—Kindly let us know where we can get aluminum bread tickets.

Hamilton Stamp and Stencil Works, Hamilton, Ont.; Toronto Stamp and Stencil Works, Toronto, Ont.; L. F. Grammes & Co., Allanstown, Pa.; Thos. Davidson Mfg. Co., Montreal, Que.; and Martel, Stewart Co., Montreal.—Ed.

Steel Fence Posts.

W. B. Lawson, Lumsden, Sask.—I would like to get in touch with firms or manufacturers who can supply me with steel fence posts.

Frost Wire Fence Co., Ltd., Hamilton, Ont., and Winnipeg, Man.; Dennis Wire and Iron Goods Co., Ltd., London, Ont.; Wm. Hamilton Co., Ltd., Peterborough, Ont.; Alberta Ornamental Iron Co., Ltd., Redcliff, Alta.; Brandon Machine and Implement Works, Brandon, Man.; Steel Co. of Canada, Limited, Hamilton, Ont.; C. H. Johnson & Sons, Montreal, Que.—Ed.

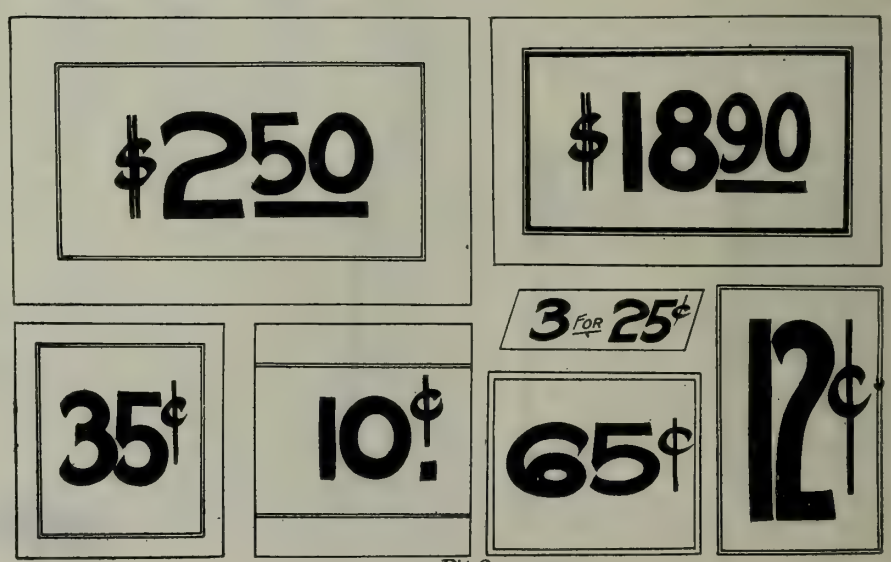


Fig. 6.

Practical Course for Sheet Metal Workers

Article No. 25 of Series

By CHARLES SEIVERS

Article 25.

IN this article are shown the principles upon which the patterns for a cone-shaped flashing is developed. Whatever pitch the roof may be the same method is adopted.

The first step to take is to determine the exact slope of the flashing, carrying the base of the cone below the actual pitch of the roof. The next step is to find out the size of pipe for which the flashing is required, and also the size of the cone at its base. The best way to do this is to make an outline drawing as shown by all the solid lines.

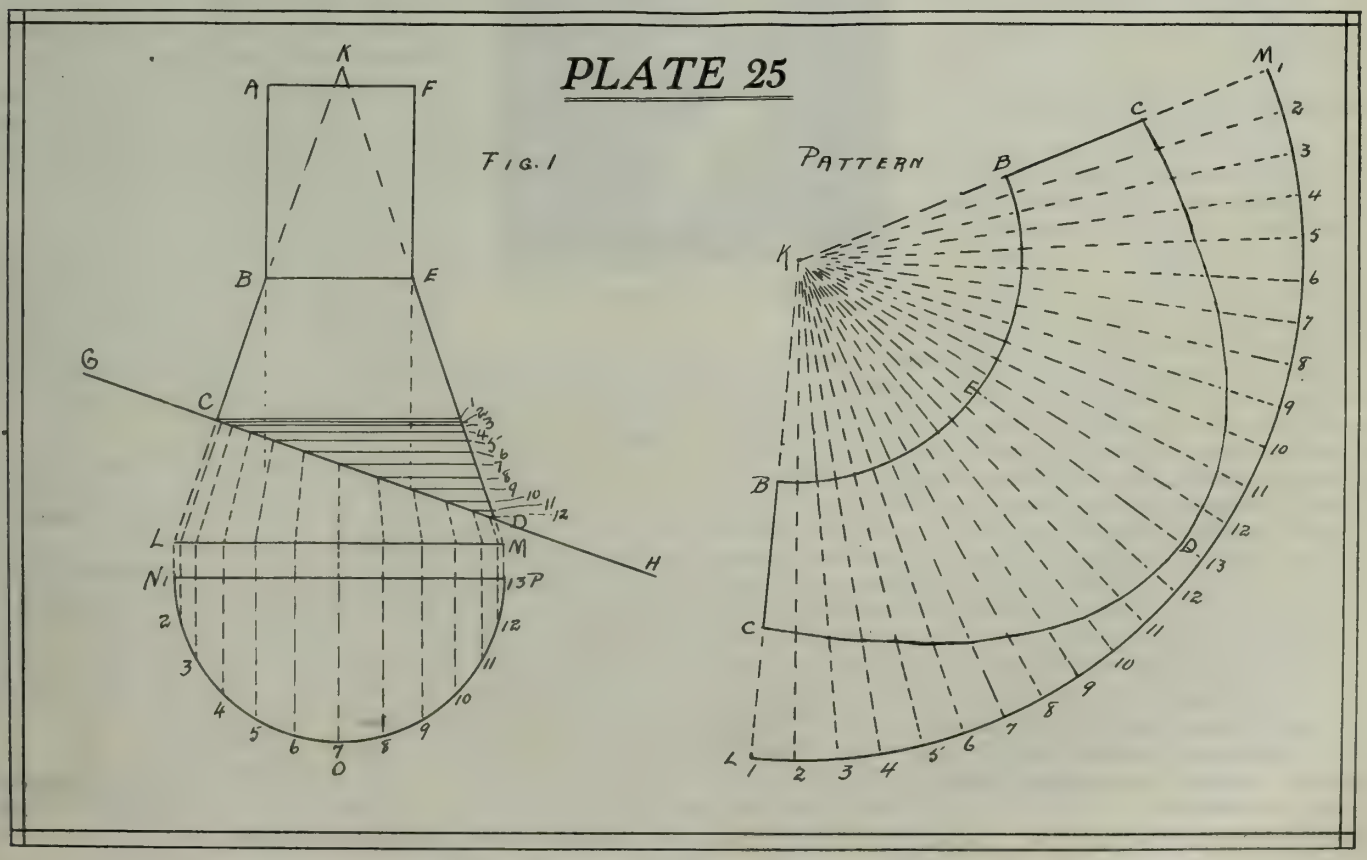
At A-B-C-D-E-F is shown the elevation of a pipe passing through a sloped roof G-H. The problem in this case is the development of the cone flange around the pipe and fitting on the roof as shown by B-C-D-E. To complete the view of cone extend the sides B-C and D-E to their apex at K. The base of which can be drawn parallel to B-E from the point D or any convenient point below as L-M, extending the two sides until they intersect base line. On this base line or one parallel to it draw a half section of bottom of cone as N-O-P.

Divide this half section into any number of equal parts as shown by 1, 2, 3, 4, etc. At right angles to N-P draw lines from each of these points extending them until they intersect the base line L-M. From each of these points on the line L-M, draw a line to K intersecting the line G-H, from each of these points on G-H draw a line parallel to L-M, intersecting the side E-D.

To develop the pattern, K-M in Fig. 1, as a radius, draw an arc, from K draw a line to intersect the arc as shown at K-M, Fig. 2. From M transfer the spaces shown on half section N. P, O, in Fig. 1, repeating to complete circumference.

From each of these points draw a line to the centre K. This will outline pattern of cone K-L-M at Fig. 1, to obtain the part B-E C-D, with the compasses measure the distance K-E-D in Fig. 1, and with these as a radius and K as the centre draw an arc through pattern of cone as shown by B-E-B, Fig. 2. As the base of part required is not parallel to base L-M, the different radii are obtained by the intersection of the lines drawn from G-H with the side of cone between E-D. With K-1 as radius draw a small arc on line K-1 of pattern obtaining point C as shown. With K-2 as a radius draw a small arc intersecting line K-2 in pattern, proceed in the same manner with K-3-K-4, etc., as radii, and intersecting lines K-3-K-4, etc., in pattern. A line drawn through these intersections on the pattern completes outline of pattern of the cone flange as shown by B-E-B and C-D-C in Fig. 2. It must be noted that no allowance for seam is allowed. This should be done by extending the pattern Fig. 2 on each edge shown at B-C, B-C.

Lucknow, Ont.—The hardware firm of Bell & Dowse, has been changed to Bell & McLeod. Mr. Dowse has sold his interest in the business, and W. S. McLeod has become a partner in the business.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Fire Losses.

Paynton, Sask.—The hardware store of J. A. Boles, was destroyed by fire.

New Firms.

Tyvan, Sask.—J. G. MacCartney has opened a hardware business. P. Davis is manager of the store.

Obituary.

Hillsboro, N.B.—The death occurred here of Jordan Steeves, of Jordan Steeves & Son, hardware and plumbers.

Business Changes

Cobourg, Ont.—R. H. Smith has sold out to J. A. Lind.

Vanguard, Sask.—Henderson Bros., have closed their Aneroid branch.

Trenton, Ont:—G. A. White has sold out to W. House, who was formerly chief clerk.

Forget, Sask.—Chisholm & Wheeler, hardware merchants, have been succeeded by McCartney & Davies.

Simcoe, Ont.—L. R. Sharp and L. S. Ryckman have purchased the interest of A. H. Paulin in the firm of Paulin & Rutherford.

Changes in Yale & Towne Executive.

The Yale & Towne Mfg. Co., general offices, 9 East 40th St., New York, and works at Stamford, Conn., has issued the following notice to customers:—

On March 11th, 1915, Mr. Henry R. Towne having declined re-election as president, after forty-six years of service in that position was elected Chairman of the Board and Mr. Walter C. Allen, previously a Vice-President and General Manager, was elected President. The executive organization of the company as now constituted is as follows:—

Henry R. Towne (46), chairman of the board; Walter C. Allen (23), president and general manager; Schuyler Merritt (38), vice-president; J. H. Towne (24), secretary; John B. Milliken (5), treasurer; Joseph A. Horne (24), general superintendent of the works.

The figures after each name indicate the years of employment in the company's service and constitute the best evidence of experience and fitness and the best assurance of continuity in the company's policies and methods.

RE-ENTERS MANUFACTURING BUSINESS.

After living in retirement for three years, E. B. Salyerds, of Preston, has decided to once more assume proprietorship of the plant which he established twenty years ago, for the manufacture of brushes, hockey sticks and small wood specialties.

It will be remembered that Mr. Salyerds retired from the business three years ago, handing it over to his sons and associates who were incorporated under the name of Salyerds Mfg. Co.



E. B. SALYERDS.

Many difficulties were naturally experienced by the new firm, under the unfavorable business conditions of recent years, and Mr. Salyerds himself has again assumed control of the business, and will run it under the old name.

Mr. Salyerds was one of the pioneer hockey stick manufacturers in Canada, getting into this line twenty years ago, when hockey, as an organized game, was just evolving from the old-fashioned "shinny." He prospered with the rapid development of the game, and had worked up a Dominion-wide reputation, at the time of his retirement.

It is Mr. Salyerds' intention to manufacture a line of small wood handles and other specialties, in addition to hockey sticks, and, as before, he will sell his product through the wholesale trade. He has already renewed connections with many of his old customers.

Winnipeg Notes.

Felix Marntz, of Sifton, Man., has been in Winnipeg on business this week.

A. Renuart, hardware merchant and lumber dealer of St. Pierre, Man., has returned to the West after spending some months on a visit in Santiago and San Francisco. Mr. Renuart took in the Panama Exhibition while in California.

CATALOGUES AND BOOKLETS

Repairing and Building.

This is the title of a twenty-page booklet which Bird & Son, of Hamilton, Ontario, have just issued.

This booklet is nicely illustrated and gives a complete description of the Neponset line of products—shingles, roofings, wall board, sheathing papers, roofing paints, etc.

It also tells briefly how the business was originated 120 years ago and has grown from a very small mill to two large plants located at Hamilton, Ont., and Pont Rouge, Quebec, and with warehouses in all of the important centres, and a Neponset dealer in most cities and towns in the Dominion.

The Neponset building products are made in Canada and they are claimed to be of that quality of which Canadians are proud.

This book is being advertised to the dealer as one of the helps which Bird & Son are offering him this year. It is also being advertised to the consumer and distributed largely on mailing lists, etc.

Many a man claims to have the dearest little wife in the world, when he really means the cheapest.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Uncommon Testimony—A Constructive Era —A Little Sorrel Mare—Flaxseed Imports.

Uncommon Testimony.

From American Metal Market.

CORPORATION managers and the public generally have come to recognize the value of advertising in building up and holding mercantile trade. Recently Clarence M. Woolley, president of the American Radiator Company, paid marked tribute to advertising publicity as a large factor in the steady growth of his company's business. Such testimony is not common in the financial advertising field, but one case is known to a few in Wall Street that has convinced them that it more than pays to advertise consistently.

It is the personal testimony of N. W. Halsey. He, with a few assistants, built N. W. Halsey & Company into one of the largest bond distributing houses in the world. Shortly before his death he spoke to some of his associates in about these words: "I never could have built up this business to the point I have, in the time I have, unless I had advertised regularly from the start."

He did not stop advertising for the 1907 panic, and there are probably few investors to-day who realize that N. W. Halsey & Company is much younger than many of the houses that it has passed in its own field. They will tell you they have known of N. W. Halsey & Company since they were children, but the explanation is found in the fact that they have seen the name in print every day for the past fourteen years.

* * *

A Constructive Era.

From the Metal Worker (U.S.).

MUCH of the caution and apprehension of the times is due to the fear of the future so prevalent among the financial classes. There is fear of constant legislative regulation and attack, of socialistic laws and theories that undermine the traditions and inheritances of the past, of the trend of popular thought that less and less regards the ideas and beliefs of vested interests. It is a truism that capital is timid, but there is usually omitted the attendant corollary that this timidity too often arises from an inability either to understand or sympathize with public opinion.

The white heat of reform has largely cooled down, not only because the people are generally satisfied with what has been accomplished in the way of better things, but also because the pitch was too high to be continuously maintained. There is the natural reaction that has turned with new enthusiasm to the accomplishment of material things, and that actually hungers and thirsts once more to be at the business of developing the resources of this great country. The popular vision looks wholly to the future, but those who vainly imagine that the old ways or that the great changes in political and economic life are mere passing phases of popular hysteria are but blind leaders of the blind.

The prosperity that is coming, though somewhat delayed, will be one that is based on the facts of patient, intelligent industry, and on a higher plane of living than the nation has ever known

Flaxseed Imports.

From Paint, Oil and Drug Review.

THE imports of flaxseed from all countries and at all ports in the United States for January, 1915, were 418,355 bushels, valued at $530,710. It is interesting to compare this amount with January, 1914, when 702,562 bushels valued at $810,053, were imported.

There have been other imports from Argentina which have already been published in these columns.

On January 31, 1914, there were stored in United States government warehouses 250,519 bushels of flaxseed valued at $288,096, while on the same date, 1915, there was not a single bushel in storage. This is a point worth thinking about.

* * *

A Little Sorrel Mare

From Ford Times.

HERE'S a preachment from the practical brain of E. Elmo Martin that's quite "good enough" for every one of us. Each can take something from it: Down on the farm we used to have a little sorrel mare. She was high strung and a hustler, but father used to say that she could travel all day in a half-bushel basket.

You have seen men who hustle a great deal who are like the little sorrel mare in that they never seem to get anywhere.

A man who is hustling his business does not appear to hustle. It is only when a man's business is hustling him that he has the appearance of hustling.

An executive with a desk covered with papers—unfinished business—no time to see any one—every appearance of being busy, will be found to be on close analysis, busy—yes, busy, but nine-tenths of his busy-ness is occasioned by his efforts to keep from getting run over by his business. He is kept busy dodging and putting off, whereas if he would take things in their order and dispose of them one at a time, much of his busy-ness would disappear. And unless he does this his business will disappear.

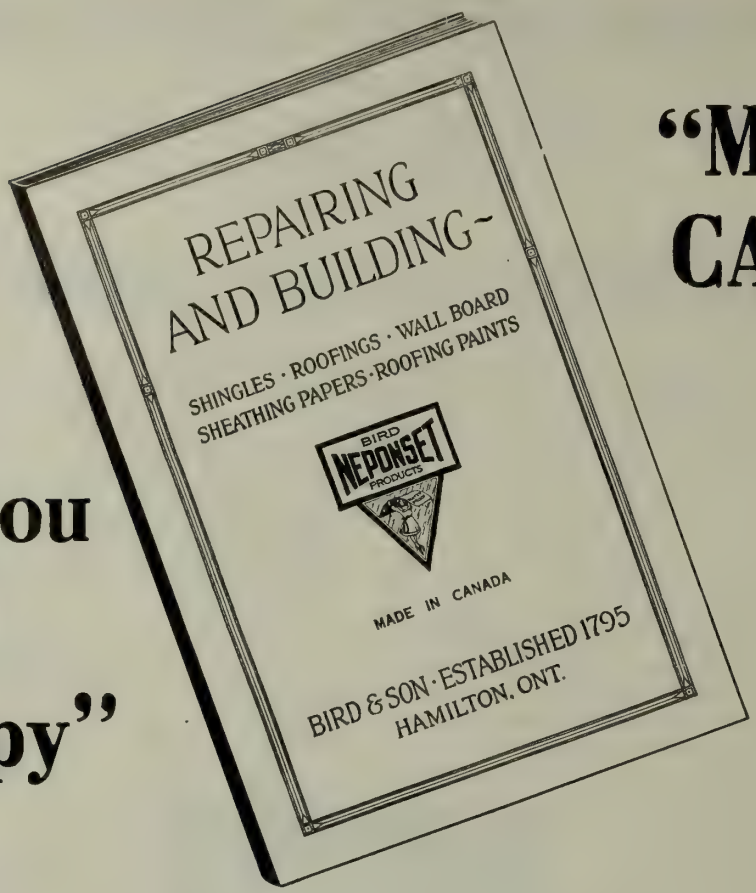
Most men are trying to live a week in a day, and in an effort to consume are consumed. Be a real executive, get on top of your job.

A real hustler makes haste slowly, and through moderate, consistent, persistent effort, he hustles "others and things" instead of being hustled by "things and others."

He is ahead of his job, not behind. He is on top, not under. He is one man in a thousand—look around. The Big Man delegates authority along with responsibility. The Big Man seldom does anything that he can get some one else to do acceptably. The Big Man is seldom busy. The Little Man is always busy. The Big Man handles big things. The Little Man is handled by little things—literally consumed by them.

The Big Man is in harmony with laws and principles. The Little Man is trying to reverse them. The Big Man realizes that to know principles is more important. The Little Man does not know or recognize principles, and is therefore greatly affected by detail. The Little Man in trying to handle his detail is continually "jarred" by principles. Let me ask you to ask yourself, Are you a Big Man or a Little Sorrel Mare?

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This book, just off the press, was printed to create more business and profits for our **NEPONSET** Dealers in 1915.

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NEPONSET

ARE YOU A NEPONSET DEALER?

If not, send in the coupon below today. Upon receipt of this we will send you copy of this book, also other information which will be valuable to you in buying your building products.

The NEPONSET Line for 1915, with its many additions, includes roofings which meet every requirement. Get our proposition on NEPONSET Wall Board, on the NEPONSET Waterproof Building Papers, Roofing Paints.

If you want to know why NEPONSET Dealers are so optimistic about the outlook for 1915 send us the coupon below today.

Paroid Roofing
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Neponset Wall Board
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Neponset Roofing Paints

BIRD & SON, EST. 1795, HAMILTON, ONTARIO
MONTREAL, ST. JOHN, N. B., WINNIPEG, CALGARY, VANCOUVER

---COUPON---

BIRD & SON, Department H,
Hamilton, Ontario

Please send "Repairing and Building".
Also send your special proposition for 1915 on your full line of roofings,
Your full line of Wall Board and other Products.

Check ☐ ☐

Name.....

Address.....

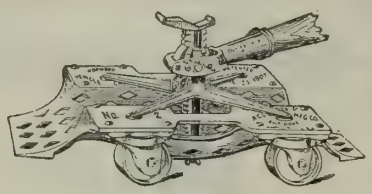
NEPONSET

New Hardware Goods

Offered Canadian Hardwaremen

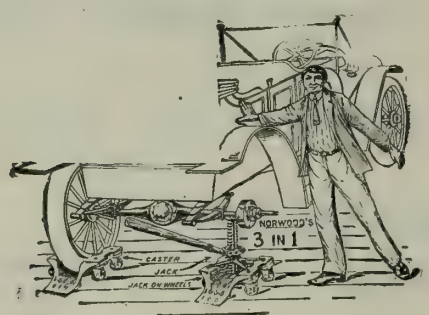
COMBINATION AUTO ACCESSORY.

Automobile & Accessories Mfg. Co., Baltimore, Md., are introducing to the Canadian trade a combination caster,



Jack on Castor.

jack, and jack on wheels, known as "3 in 1," a device for handling, automobiles, trucks, etc. The jack is detachable and can be used either on the caster or on the floor. The jack is made with a broad base, extended top, long handle, and it is claimed will lift or lower two tons without stooping under the car. With the 3½ ft. handle the jack can be pushed about the shop, under a car, the car raised and lowered. The



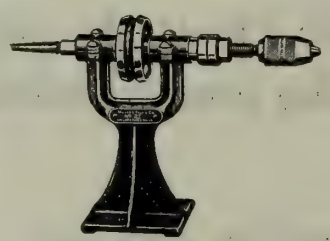
Showing Combination in Use.

makers claim that with the casters under the wheels, two men can handle the heaviest automobile in less time than twelve men can without the casters. The frame of the caster is one solid piece of malleable iron, light, strong and rigid. Ball bearing casters delicately respond, permitting the auto to be turned or moved very easily in any direction. The devices are made in three sizes, and can be supplied with cast iron or fibre wheels.

MILLERS FALLS COMPANY'S POLISHING HEADS.

The Millers Falls Company, of Millers Falls, Mass., has brought out a line of small polishing heads to hold polishing, buffing and grinding wheels with flanges up to ⅞ of an inch in thickness. They are handsomely finished with solid iron frames, japanned black and steel pulleys painted red. Spindle bearings are adjustable and are fitted with brass oil caps. Pulleys are grooved for ¼ inch round belt or may be used with flat belt.

Style numbers used are 250, 251, 252, and 253. Nos. 250 and 252 have a threaded taper on one end of the spindle and drill chuck for round shanks on the other, with capacity up to 3-16 and ¼ inch respectively. Three jaws in the chucks are actuated by springs that are



Millers Falls Polishing Head.

protected from injury and will not get out of order. Nos. 251 and 253 have a threaded taper on each end of the spindle.

Height from spindle to bench is 6 inches, and weight varies from 2¼ to 3¼ lbs. Diameter of pulley is 1 13-16 inch on Nos. 250 and 251, and 2¼ inch on Nos. 252 and 253.

NO. 401 TRESTLE.

Richards-Wilcox Canadian Co., Ltd., London, Ont., are offering to the trade a new steel product, called the No. 401 Factory Standard Steel Trestle. The trestle is also known as a shop horse and



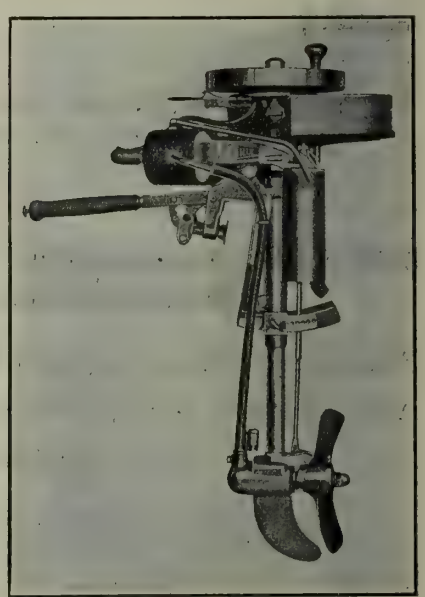
No. 401 Trestle.

it is claimed will carry several tons dead load. The trestle is made of steel, weighs 40 pounds, measures 36 inches long, fifteen inches wide, twenty-five inches high. Special sizes can be made to order.

OUTBOARD MOTOR.

The Caille Perfection Motor Company, Detroit, Michigan, recently announced their new outboard motor for 1915. This model is known as the "Caille Portable Five-Speed Motor." The Caille is claimed to be the only motor to have introduced this five-speed feature, two speeds forward, two reverse and one neutral, just like an automobile.

Another feature, suggested by the electric gear shift on the newer type of motor cars, is the Caille Button-Control.



Caille Five-Speed Motor.

One need merely press the button to change the speed of the motor, or press another button to stop it.

Altogether the Caille is said to possess some very novel and advantageous features. The Engineering Department of the Caille Company have had under way a number of ideas for the past eighteen months, none of which would they adopt until they were assured by months of testing that the ideas were not only correct but dependable.

(Continued on page 39.)

Junior Clerk's Page

MAN'S IDEAL CITY.

THE healthy mind divides life into two distinct conceptions: one is the world of our everyday affairs, the world of actual contact with things; and the other is the world of fancy, the kingdom of our mind or the ideal city of our better self.

In our ideal city live our ideal men and women, and it is here that we do things the ideal way. These two conceptions, though entirely distinct, reflect on each other to such an extent that **a man who may be classified as an idealist or a mystic is oftentimes strictly and severely practical.**

To be practical means to co-operate with the laws of nature, and this means to travel toward the ideal city, the ideal business, toward that degree of perfection where we do things the ideal way. This applies not only in business affairs, but in our relation with other men—in our mental and physical conduct; so there is a practical idealism and every man who has accomplished things worth while is first and foremost an idealist.

Every healthy, normal man can build a world in which he may live independently; a kingdom of his own of which he is the ruler; a world in which he may enjoy the finest companionship, the companionship of his own beautiful aspirations; the companionship of the people he has created for his ideal city.

History has supplied us many examples of idealists who were practical men. Such an example we find in Pericles, the man who made Athens the most beautiful city of all time. Athens, the ideal city, existed first in the mind of Pericles; and we are still learning from the Athens that existed two thousand and three hundred years ago; we are still studying her architecture; still finding inspirations in her sculpture, literature and government.

The city of our mind is the city we build for ourselves, and this city is merely a beautiful conception we evolve to represent the finest, cleanest and most natural moments of our lives.

Every man should have an ideal and should live as nearly as possible an all-round, beautiful life—at least, he should have a clear understanding of what a life of this kind really is. Our ideal represents the best we know and understand, as this creation of mind is the result of crystallized experience, plus our poetic vision. Every man should have a high conception of conduct, a clean conception of business, of relation between himself and his fellows.

Most men who have accomplished things have come through a crucible of experience, which has in most cases evolved an idealistic conception of life at a very early period. This is a condition of mind which takes hold of us at an early age—that stands first and foremost in all the things we do and say.

We often say, "this man is **great,** a man of **genius,** a man of **size**"—and we are right; because this man formulated an ideal, away back in the beginning of his life, and has driven straight ahead until that early ideal has been realized. So, happy is the man who builds an ideal city, for **without an ideal life is vanity, work is drudgery, responsibility is slavery.**

OUTBOARD MOTOR.

(Continued from page 38.)

The Five-Speed idea was conceived after careful investigation and testing of the various Caille Motors in actual service. The machine gives five distinct speeds. The changes are accomplished by shifting the steering handle. Pressing a button located at the end of the steering handle releases the ratchet lock and enables the operator to change the speed or direction of the boat in an instant without, in any way, altering or changing the speed of the motor. The makers claim this advantage will be appreciated mostly by those who have already used an outboard motor that did not embody the Caille Five-Speed feature.

Among the other features in addition to the button-control and five-speeds is the enclosed waterproof high tension magneto built into the fly-wheel. The Caille Company announce that they had perfected a fly-wheel magneto over a year ago but discarded it in anticipation of achieving something more efficient, which they have embodied in their fly-wheel magneto for 1915.

The self-lubricating system, weedless speed propeller, Caille silencer equipped with cut-out, water-tight gear housing, improved cooling system, cushioned steering handle that absorbs all vibration, dual ignition, and a number of other refinements, are features of the Caille Product Co. The Caille Portable Five-Speed Motor develops 2 h.p. at 900 r.p.m., weighs only 55 pounds and gives a speed of from one to ten miles per hour.

ROLL OF HONOR.

John Lysaght, Limited, Bristol, England, represented in Canada by A. C. Leslie & Co., Ltd., Montreal, have issued an appropriate and splendidly gotten up book entitled "Men on service in the war and roll of honor." The introduction states that 1,449 men from the works and 67 men from the office staff, over a quarter of the total number of employees of the firm are at present on active service for their country. It has been thought fitting that the names of all those connected with the business who have bravely come forward when their country needed them, should be recorded, together with a roll of these who have been killed or wounded, that they may be preserved and honored by their relatives and fellow workmen. The firm has promised that all those men who have left for service would have the jobs kept open for them on their return. An allowance is also being given by the firm to the wives or dependent relatives of the men who are away. The introduction also reviews the conditions which led up to the war. The book is a handsome tribute of a firm that takes a deep interest in the welfare of its employees.

BACKBONE.

Backbone is the courage of your convictions; confidence born of positive knowledge of conditions.

The stiffening of the fibres of your business sense; the clarification of your gray matter; the realization for all time that honesty is the best policy.

That's what backbone is, and it will be yours, as the day follows the night, if you "get together" in your own city, and "get busy" finding out where you have been wilfully ignorant or heedless, or careless of your store and your sociability.—Playthings.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The advent of fine weather has had a splendid effect on business and a general improvement is noted. While not of large proportions, the improvement has created a much better feeling in business circles. The metal markets are still quiet, although a slight improvement is noted in the demand for sheet metals. Copper is firmer and has advanced in price. Tin is easier. Lead pipe and sheets have advanced. Arsenate of lead has declined. Ammunition has advanced. Some lines of builders' hardware have advanced from 7 to 10%, but the demand is slow. Glass and oil are unchanged, although low prices are quoted in some quarters. The advance in the price of paint predicted by Hardware and Metal is due on April 15. Nails and wire are unchanged. Most large buyers booked large quantities of nails when the price ranged around $2 base. Among the lines affected by price changes during the week are: Oakum, halters, cokes bright sheets, butts and other lines.

MONTREAL.

MONTREAL, April 9. — Spring deliveries, which commenced with the 1st of April, are reported as being altogether satisfactory and as good, if not better, than last year. This not only refers to shipments already made, but to those booked for delivery during the next month. All indications are for a good season in the country districts in general lines, and the interest in immediate business is taken as further proof that the trade in general had been buying very close and that stocks had been starved close to the limit.

From Montreal spring deliveries are regulated by the freight rates. Where the opening of navigation makes no reduction to rail rates, shipments are made on the 1st; other rail shipments are made on the 15th, when reduced rail rates go into effect, and still others after the opening of navigation by the all-water route.

During the week price changes have not been general. Coke's bright plates are 25c higher; lead sheets are up the same amount; lead pipe has advanced to 8c; and there are new prices on ammunition. New price lists on builders' hardware are still being awaited, although prices have been advanced for some time. The price of Lufkin's assorted tape case has been fixed at $15, and prices on Stanley Works' products have been withdrawn.

The Metals.—The situation in metals still has many features of interest. Tin is somewhat easier, but material price reductions are not looked for until after the end of the month. Copper shows another advance on heavy demand for ammunition manufacture, and antimony is nominal, with conditions very unsettled. Lead is strong and the market advancing, and spelter is slightly easier with the future very uncertain.

Tin.—The situation in tin shows some easiness. Quotations locally are about the same, but New York shows a reduction to 48c, as compared with 54c. The factors have been better deliveries into consumption during March than expected and increases in the visible for April. However, material change is not looked for until after the 1st of May, when heavier shipments are expected.

Copper.—With an increasing demand noted for home consumption in Canada and the United States and foreign consumption continuing heavy, the copper market shows a further upward tendency, the local quotation now being $17.75, while New York is $16.50, an increase of 75c here and nearly the same amount in the States. The demand from sources related to the manufacture of war munitions continues strong and promises to do so for some time in the future.

Solder.—With tin continuing at high levels the situation shows little change and, although the demand is not heavy, the prices are firm. Half-and-half is still quoted at 26c to 30c and strictly at 28c to 32c.

Spelter.—The market continues unsettled, but without material change locally, the price being somewhat firmer around $11.50. St. Louis reports erratic conditions, with a better inquiry, and sellers inclined to hold futures at firmer prices. There is not much demand for spot, wants evidently having been pretty well satisfied. Heavy export demands are helping the quotations on futures.

Lead.—A further advance of 5c by the Trust is the feature of the American market, and is reflected here in firm quotations at $5.75 to $6. Still further advances are to be looked for, as New York reports independents and second hands holding 2½c to 5c above the Trust figure. Buyers, after fighting to hold the level down, seem to have found themselves in the same position as in the spelter market some time ago, when foreigners bought up sufficient of the futures to leave the spot very short with keen competition for immediate demands.

Antimony.—Antimony prices are nominal. The market is very unsettled and uncertain. Prices locally continue about $27, but there is a wide range. American quotations continue at $30, which does not indicate that the top has been reached at this side of the line.

Builders' Hardware.—The demand for builders' hardware is far from satisfactory, although the conditions are about as had been anticipated in view of the general conditions and the poor building outlook. The new price lists have not yet been issued by the Canadian makers, but advances have been

MONTREAL QUOTATIONS.

Tin	50c-54c
Spelter	11½c
Copper	17¾c
Lead, Trail, cwt.	$5.75 to $6
Lead, Imported, cwt.	$6.00
Antimony	$27.00
Solder, ½ x ½	26 to 30
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp	12½c base
Sisal	10½c
Lath Yarn	9¾c

put into effect from 7 per cent. to 10 per cent. The long time required in the adjustment has been due to the fact that there was no distinction between copper and steel products, with the result that it was not possible to make the changes by altering discounts, new list prices being necessary.

Building Materials.—The conditions here are the same as with regard to builders' hardware. The season is at hand when the demand should be at its best, but it is far from normal.

Wash Boards.—The new prices on wash boards have gone into effect, the advances being from 75c to 90c, and the revised list is now as follows:—

Boards (Wash).	Per doz.
Pony	$1.50
Crown	2.95
Dandy	3.15
Improved Globe	3.25
Standard Globe	3.35
Neptune	3.35
Original Globe	3.65
Newmarket King	3.65
Jubilee	3.65
Victor (Glass)	4.25
Diamond King (Glass)	4.50
Western King (Enamel)	4.25
Beaver (Brass)	4.00

Plates.—A further advance in the price for Cokes Bright sheets are noted, Bessemer steel, 20 x 28 double box now being $9.50, instead of $9.25. Demand for plates and sheets is a little better, with prospects for lower transportation rates by water.

Lead Sheets.—With the further advances in the lead prices come changes in lead sheets, which follow increases made last week. Sheets, 3 lb. to the sq. foot, are up from $7 to $7.25; 3½ lb. to the sq. foot, $6.75 to $7, and 4 to 6 lbs. sq. foot, $6.50 to $6.75. Cut sheets extra as usual.

Lead Pipe.—An advance in the price of lead pipe has been made from 7½c to 8c, with lead waste pipe still at 9c.

TORONTO QUOTATIONS.

Tin	54c
Copper	17¼c
Lead	5¾c
Spelter	12-15c
Antimony	25c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	34c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp Rope	12½c base
Sisal Rope	10½c base

Demand is not heavy, but the increasing costs of raw material are having their effect.

Nails and Staples.—A better demand for nails and staples is noted for country trade with the commencement of spring shipments. Business in these lines has been generally good, although the demand fell off somewhat on the rising market.

Fencing.—April deliveries of fencing are very satisfactory, and the trade is well satisfied with this department this spring. Inquiries are continuing, despite the fact that the bulk of this business is always in placed orders; closer buying is indicated.

Rope and Twine.—There is a fair movement of rope for country trade, and business is considered as being satisfactory on outside orders. The twine situation as regards the supply of Mexican sisal has been somewhat improved, late reports being more reassuring. Prices are shown in current market quotations.

Cutlery.—The demand which was noted for wedding gift lines for after Lent ceremonies has fallen away, but there should be very fair business from now on until the end of June.

Butts, Hinges, etc. — The Stanley Works announce the withdrawal of all prices on butts, hinges, etc. A revision with an upward tendency is looked for.

Utensils.—There is a good spring demand noted for utensils of nearly all kinds, and inquiries for refrigerators are also being received.

Stoves.—Demand for gas stoves continues fair, with some inquiry for oil stoves. Interest in wood cooks is far below the normal, although country business is fair, all things considered.

Ammunition. — Ammunition makers have made further advances to the trade, which are reflected in revised price lists, with materially higher quotations for loaded shells.

TORONTO.

TORONTO, Ont., April 8.—Business has been a little quieter this week on account of the holidays, but otherwise conditions are much the same as last week. Trade is gradually improving, and with seasonable weather, sales of some lines will increase in volume. One manufacturer of wares reports business as being better this spring than for the corresponding period last year. Although this may not be the case in all lines, there is no doubt that business is not at all bad, taking everything into consideration. The country trade is quite good, and the city trade, although slow, is picking up. Price changes are becoming less each week now, as most lines have been revised. The few that remain will be adjusted gradually, as the necessity arises, while others will be affected by the increased cost of raw materials. A case in point is lead pipe, which has advanced ½c. Sisal halters have advanced owing to the higher price of sisal. Jute halters have advanced for a similar reason. Plow lines are higher, while U.S. Navy and new hemp oakum have also advanced. There is a possibility of an advance in copper rivets, as copper is gradually going up. The poultry netting situation is unsettled on account of the spelter market and the difficulty in obtaining netting. The building trade is not showing the improvement that might be expected with the result that business in builders' hardware and supplies is quiet. Garden tools and similar lines are beginning to move freely.

The Dominion Steel Corporation's output for March shows an increase in wire rods, bars, wire and wire products, over the corresponding month last year.

The Metals.—There is not much change in the general situation this week. The volume of business in ingot metals is small, and consumers are buying from hand-to-mouth. The metal exchanges in New York and London were closed last Friday and Saturday, and also on Monday in London on account of the Easter holiday. The primary markets generally are quiet with little trading. Locally, quotations are unchanged except copper, which is strong, having advanced ½c per pound. Tin continues dull, and has not reacted from the decline last week. The spelter market continues to be erratic, and there is still a scarcity of this metal. The lead and antimony markets are quiet, at unchanged quotations. Solders are firm, with fair business. Aluminum is unchanged at 23½c per pound.

Tin.—The tin situation is practically unchanged although there is an increase in the visible supply. The primary market is dull, and inclined to be easy for spot metal. Local quotations are unchanged at 54c per lb.

Copper.—The copper market is strong at advanced prices. The situation is unchanged and the demand for this metal for war munitions continues very heavy. Copper has advanced ½c and is now quoted at 17¼c per pound.

Spelter.—The market continues to be erratic and irregular. There is very little spelter offering in the local market, and prices have a firmer tendency. Quotations are nominal at 12c per pound.

Lead.—The market is firm but very quiet. It is believed that the trust will advance their price in the near future. Locally, lead is quoted at 5¾c per pound.

Antimony.—The market is quiet with little business moving. It is probable that this dullness is only temporary, and that prices will go higher. Quotations are nominal at 25c per pound.

Scrap Metals.—The market generally is quiet, but there is a better demand for copper scrap. Prices are unchanged, and

are given in the current market quotations.

Pig Iron.—There is little life in the market, and the demand continues light. The Dominion Steel Corporation, however, report an improvement in pig iron production for March, being ahead of the corresponding month last year. Victoria and Hamilton brands are quoted at $19 per ton.

Bar Iron and Steel.—The demand is improving, but the market is still inclined to be quiet. Prices are unchanged at $2.05 base.

Lead and Iron Pipe.—Lead pipe has advanced ½c being now quoted at 8c with waste pipe unchanged at 9c net. Business continues dull, but the increased cost of lead made higher prices inevitable. Prices of iron and galvanized pipe are firm, and are given in the current market quotations.

Wire Nails.—Most buyers are now drawing from orders booked at the time when prices were ranging around $2 base, with the result that there is not much business passing at the present price of $2.35 base. Cut nails are unchanged at $2.70 base.

Kitchen Utensils.—There is a brisk demand from the country trade for assorted lines of ware. Prices are given in the current market quotations.

Halters.—The new prices for sisal halters are now in effect, and are as follows: 7-16 in. $14.40, ½ in. $16.80 and ⅝ in. $21 per gross. The advance is accounted for by the higher cost of sisal. Jute halter ties have advanced as follows: 7-16 in. $11.75 and 9-16 in. $15.20 per gross. Prices of leather halters have been withdrawn indefinitely, on account of conditions in the leather market.

Plow Lines.—The new prices for plow lines are as follows: Russian snap $42 and Indian $38 per gross. High cost of raw materials accounts for the advance.

Oakum.—Two lines of oakum have advanced, the others are unchanged. New hemp is ½c higher, being quoted at 7½c, while U.S. Navy has advanced ¼c and is quoted at 7c.

Rope and Twine.—Business has improved considerably of late, and prices are very firm. The situation, however, as regards raw materials is practically unchanged, although it is reported that conditions in Mexico are improving, and that arrangements are under way for facilitating the export of a considerable amount of sisal from Yucatan.

Raw Furs.—Full particulars of the London fur sales are now to hand, as indicated in this journal last week. The results have been disappointing, both as regards quantity and values. The sales show a decline of from 25 to 50 per cent. of prices obtained a year ago. The season for receiving the better grade of furs is drawing to a close, and inferior furs are now coming in. Many kinds deteriorate rapidly as the warmer weather approaches. Manufacturers are sending out their samples but the orders received are on a conservative basis, and buying is generally on a hand-to-mouth basis.

The following new prices for arsenate of lead paste came to hand after the current paint market section had gone to press:

1 lb. pkgs., 100 lb. lots	$16 50
2 lb. pkgs., per 100 lbs.	16 50
5 lb. pkgs., per 100 lbs.	12 50
25 lb. pkgs., per 100 lbs.	11 50
100 lb. pkgs., per 100 lbs.	10 00
200 lb. kegs, per 100 lbs.	9 75
300 lb. pkgs., per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

New prices for dry red lead:

Genuine, 560-pound casks, per cwt.	$7 00	$7 25
Genuine, 100-pound kegs, per cwt.	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LONDON.

LONDON, April 8.—Spring lines are beginning to move nicely. The fine weather of the past few days has had a good effect on trade generally and business is very fair. Collections are fairly good. Following the advances quoted in the Toronto and Montreal market reports last week Paris green has advanced here. Turpentine has advanced while linseed oil remains unchanged.

Paint to Advance.

It is expected that paint will advance on April 15. This prediction was made in Hardware and Metal some time ago.

Turpentine has advanced two cents per gallon and is quoted in barrel lots at 71 cents per gallon in single barrels; 2 to 4 barrels 70c per Imperial gallon. 5-gallon lots, 78c per gallon.

Linseed oil remains at the same price as last week and is quoted as follows:

	Raw.	Boiled.
1 to 2 barrels	80c	83c
3 to 5 barrels	79c	82c
6 to 9 barrels	78c	81c

Lead remains unchanged and is quoted in ton lots at $9.10 per 100 lbs. and in less than ton lots at $9.40 per 100 lbs.

Wire Nails, Etc.

Wire nails are in fair demand. The present price is $2.35 base for wire and $2.70 base for cut nails. Most of the larger buyers booked for wire nails some time ago when quotations ranged around $2 base. Wire from stock is quoted as follows:

	Per 100 lbs.
Barb	$2.55
No. 9 soft, galv.	2.30
No. 12 soft, galv.	2.45
No. 13 soft, galv.	2.55
9-coil spring	2.35
Oiled and annealed No. 10	2.46
Oiled and annealed No. 11	2.52
Oiled and annealed No. 12	2.60

Galvanized fence hooks are quoted at $3 per 100 lbs. and $3.25 per 100 lbs. in 25-lb. boxes. Fence staples, bright, are $2.60 per 100 lbs. in kegs; $2.85 per 100 lbs. in 25-lb. boxes; galvanized, $3 per 100 lbs. in kegs and $3.25 per 100 lbs. in 25-lb. boxes. Poultry netting remains at 45 per cent; screen wire is quoted at $1.55 in 100-ft. rolls and $1.60 in 50-ft. rolls.

Rope and Twine.

Twine and rope quotations are unchanged and are as follows:

Pure Manila	14½c lb. base
British Manila	12½c lb. base
African Hemp	12½c lb base

Prices on twine are as follows:

650 ft.	12¾c lb.
600 ft.	10¼c lb.
550 ft.	8½c lb.
500 ft.	8c lb.

Iron Pipe.—The following prices are quoted on iron pipe:

	Black.	Galvanized.
¼	$ 2.16	$ 3.18
⅜	2.16	3.18
½	2.64	3.74
¾	2.99	4.49
1	4.42	6.63
1¼	5.98	8.97
1½	7.15	10.73
2	9.62	14.43
2½	15.21	22.82
3	19.89	29.84
3½	23.92	35.88
4	23.34	42.51

WINNIPEG.

WINNIPEG, April 8.—Generally business is reported satisfactory. The orders are undoubtedly smaller than is usual at this time of year, but dealers are evidently keeping their stocks at the lowest possible point, and it is felt certain that the volume of orders through the summer will be larger than in past years.

Rope Up 1c or More.

Rope has advanced, as was indicated two or three weeks ago would probably be the case. Sisal is now quoted at 11½c. Pure Manila remains at 16c, the price recently fixed; but British Manila is up to 13½c, and lath yarn is now quoted at 10¾c. There is considerable trouble getting fibre from Manila because of boats being able to make more profitable freight arrangements by taking longer hauls. Then the trouble in Mexico has interfered considerably with the export of sisal.

This situation is likely to become more aggravated, but it is rendered less serious by reason of the fact that the demand for rope at the present time is not very heavy.

Rope is quite likely to go still higher.

Wire Advance Seems Likely.

Barbed wire is being sold now at a price below that for which it can be brought to Winnipeg by the wholesalers. At present wholesalers are selling out

of stock which they bought at a better rate. It is doubtful, however, if they have more than enough on hand to fill the contracts which have been placed with them. Dealers, of course, are taking full delivery of these contracts this year. It is quite likely that a further advance in wire will be struck within the next fortnight. It might very possibly come within the next few days.

White Lead Up 25c.

White lead has been put on a new basis, pure in ton lots now being quoted at $9.70, and less than ton lots at $10. The advance here, of course, is largely due to the rise in raw material.

Linseed Oil.

Linseed oil, which declined last week, has again advanced, and is quoted in single barrels at 91c per gallon for raw and 94c per gallon for boiled.

Some Paint Advances Already.

For some time it has been known that paint prices must be changed. These changes are now being made, some coming into effect the 1st of April. These will be followed by further advances, and by the 15th of the month everything will be on a higher basis. Generally house paint is up 15c per gallon; floor paint 10c per gallon. Buggy paints are going to advance very much more than this. Especially is this going to be the case for bright reds and vermilions. The dyes from which these colors are made came from Germany, and are almost impossible to secure at the present time. One manufacturer, for instance, has just paid $1.05 per lb. for dry colors, where 30c per lb. used to be the quotation.

It begins to seem as if dealers will have to keep their customers away from bright colors this year. To the railways and some other concerns these colors are absolutely necessary, and it almost appears as if the manufacturers will be compelled to make the price for these colors nearly prohibitive, so that they will be able to take care of the orders from these concerns who must have the bright reds.

Some of the paint changes are given in the paint and oil quotations, but more will be struck, as has been indicated, very shortly.

WINNIPEG QUOTATIONS.

Ammunition:	
Powder, per keg	$7.50
Boiler Tubes, 2", per foot	10½c
Canada Plates:	
Half Polished, 6-7 inch	$3.80
Full Polished, 6-7 inch	4.95
Solder	32c-33c lb.
Linseed Oil, raw	91c gal.
Linseed Oil, boiled	94c gal.
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	$3.45
Glass, First Break	$5.25
Rope, Pure Manila	16c
Sheet Zinc:	
Cask lots	13¼c
Small lots	13½c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.80
White Lead:	
Pure, ton lots $9.45 less $9.75.	
Barb Wire per Spool:	
Lyman 4 pt., Ft. William	$2.10
Winnipeg	$2.45
Paris Green:	
1-lb. pkgs., per case	23½c
Shot, soft, per 100 lbs.	$10.00
Chilled	$10.60
Buckshot	$10.80
Ball	$11.20
Galvanized ware, heavy, 25 and 12½% off.	

WEEKLY PAINT MARKETS.

(Continued from page 46.)

TORONTO.

TORONTO, Ont., April 8th.—The improvement in the paint trade continues, and the outlook is better with the approach of more open weather. The city trade is picking up, but is considerably below last year. The country trade, on the other hand, is brisk. There have been no important price changes this week, but it is generally understood that mixed paints will advance 10c per gallon on April 15th, owing to increased cost of raw materials as outlined in Hardware and Metal last week. For the same reason it is highly probable that all other lines will follow; colors in oil will no doubt be affected. Some lines of dry colors are also expected to advance. Linseed oil is firm, although price-cutting is in evidence. Turpentine has advanced 2c per gallon. Putty is unchanged, but an advance is anticipated. Gasoline is moving freely.

Linseed Oil—The demand continues light, but prices vary considerably, ranging from 80c to 85½c, while 75c has also been heard of. Quotations at 80c are, however, nearer the market, and are being more generally quoted. The flax seed market is rising a little, and it is stated that the crushers are not willing to sell oil at a price permitting the jobber to sell lower than the present market quotations. The demand for oil cake is falling off, as is also the price. The following prices are being generally quoted in Toronto:

	Raw.	Boiled.
Single bbls.	80	83
3 to 5 bbls.	79	82
6 to 9 bbls.	78	81

Turpentine—Stocks have been considerably reduced in the South, and the new turpentine will not be coming in for two or three weeks. Turpentine advanced 2c last Monday, and is firm to-day at the same quotations as given below. The demand continues light, but prices may advance again shortly. The following prices are being quoted in Toronto: Single barrels, 71c, 2 to 4 bbls. 70c, and 5-gallon lots 78c per Imperial gallon.

Mixed Paints—An advance of 10c per gallon is expected on April 15th. The high cost of material has rendered this step necessary. There will be many advances in paint sundries.

Gasoline—Gasoline is moving freely, and prices are unchanged at 18½c per gallon. Quotations on coal oil are given in the current paint market quotations.

Glass—A new development has occurred in the glass situation, probably of a more or less temporary nature. On import orders in lots of 50 cases or over, some firms are quoting prices under the general discount. As stocks are heavy, it is probable that business generally will not be affected to any marked extent.

IN THE NEXT ISSUE.

Next week's issue of Hardware and Metal will contain many special features including articles on the following subjects:

"What Hardwaremen Say in Their Newspaper Advertisements."

"How the Rural Newspapers are Commenting on the Distribution of Catalogues by Mail Order Houses."

"How Carriage and Machine Bolts are Manufactured and Sold. Illustrations will be published showing machines used in manufacturing these goods."

"Suggestions for Seasonable Headings for Advertisements."

"Suggestions for Seasonable Show Cards for Show Window or Interior Display."

In addition to the above and other special features, the regular departments will be full of interesting matter. These departments include market reports, tinshop articles and problems, new goods, current news, paint department, clerks' department, what other papers say.

Be sure and watch for next week's issue. It will contain many excellent suggestions for the hardwareman.

Paint Department

Paint and Your Town

A Town is Judged to Some Extent at Least, by the Paint it Uses—What Some Towns are Doing—Improving Homes and Towns.

BY HENRY LEWIS.

NEWSPAPER editorial announcements, and retailers' advertisements urging spring clean-ups and paint-ups are becoming numerous. During the next two months many more will appear in newspapers throughout Canada.

With the arrival of spring the need for a general cleaning-up of the home becomes very marked. Not only is house-cleaning necessary inside but even more so is it necessary outside. There is one phase of spring which cannot help but appeal to everyone. The house that needs paint never seems to need it so badly as during early spring days. It may stand up gaunt and weather-beaten and badly blistered during the winter without its dilapidation being conspicuously noticeable but just as soon as the buds begin to appear and nature takes on the garish garb of spring, lack of paint becomes the most glaring and noticeable of faults. The dingy house is out of tune with nature. It is the one marring feature.

This was perhaps the primary reason why spring became the recognized time for painting. More houses are painted at this season of the year than at any other time. There are, of course, other reasons of a more practical nature—the desirability of putting property into good shape after the wear and tear of winter being a prime consideration.

But the practice of "painting up" in spring is not nearly as general as it should be. For one house which is given a fresh coating of paint, a dozen which need it just as badly, are left to suffer depreciation through the influences of sun, rain and wind. To those who know, paint is a preservative of particular potency. It is a sure form of insurance against decay. The house which is kept well painted will continue in good repair and attractive long after the neglected house has fallen into a condition of dilapidation. A dollar spent in house paint saves many in repairs as well as lengthening the life of the property.

The wise householder will devote a full week each spring to the work of cleaning up his premises and to painting wherever possible. The advantages that accrue to him as an individual are not entirely from the standpoint of improved appearance. Health demands that the home premises be kept in the most sanitary condition. Disease germs breed in garbage piles and in accumulations of refuse. Nothing is more conducive to sickness than yards which are not kept neat and clean.

There is another side of it which should appeal to the householder as well. The welfare of the community demands that each individual should contribute towards keeping the city or town attractive. What better advertisement can a place have than neat homes, well trimmed lawns and orderly yards? A town that presents a freshly-painted front to the visitor creates the best possible impression. "Here is a place where I would like to live," is the mental commentary of the visitor. On the other hand the worst possible "knock" that can be administered to a town is when the householders fail, through lack of personal and civic pride, to keep their homes in good condition. There are dozens of towns that everyone knows in this category. You can picture one of them in a moment—rows of dilapidated houses, with rickety fences and unkempt lawns, paint blistering from the woodwork and giving that dismal air of shabbiness that so offends the eye, muddy streets, ragged rows of trees and so on. Would you ever think of going to live in a place of that kind? Would you ever refer to it in terms other than of indifference or even contempt?

And so the need for a thorough spring "clean up and paint up," is not purely personal or individual. The welfare of the community is concerned. Consequently the question should be treated by the community as a whole.

Despite the importance of the matter, it is exceedingly hard to get the average individual stirred up. Man is sometimes a lazy animal. Spring arouses in him the desire to get up at 4 o'clock in the morning and go fishing, but it does not create any very keen desire to clean out the ash pile or rake the back yard. His intentions are always good. He is going to do it to-morrow or next Saturday afternoon. And sometimes it runs on from one postponement to another until finally the weather gets too hot for manual labor.

And so it has become quite a problem in every community to get the citizens as a body stirred up to taking an interest each spring in the problem of cleaning up.

A solution has been found in many cities in the United States and Canada. By dint of much newspaper publicity the interest of the public is aroused in the subject of spring cleaning. The council sets aside a certain week, generally late in April or early in May, as a special "clean up and paint up" week. It is impressed upon all and sundry that their duty to the municipality enjoins upon them the task of straightening up things during that week. Every means is taken of "boosting" the idea. Not only do the papers talk spring cleaning but the merchants feature the idea in their advertisements and in the store windows. The pulpits sometimes help along the good work.

Wherever it has been attempted the idea has worked out with conspicuous success. The citizens as a whole have entered into it with surprising vim. The week set aside is marked by a general tendency toward the improvement of homes. The rake, the spade and the paint brush are brought into requisition. The smoke of bon-fires rises from every back yard. The garbage wagons are loaded to the brim with the refuse of the long winter's accumulation, and at the end of the week the difference that has been wrought is little short of amazing.

What are you doing in your town?

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM—

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for **Washboards, Pails and Tubs.** "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

The Wm. Cane & Sons Co., Ltd.

NEWMARKET ONTARIO



Incandescent Lamps and Electric Specialties.

Always the latest and best in electrical novelties.

Our new illustrated **Spring Catalogue** will be ready for distribution April 1st, showing many new additions to the Franco line.

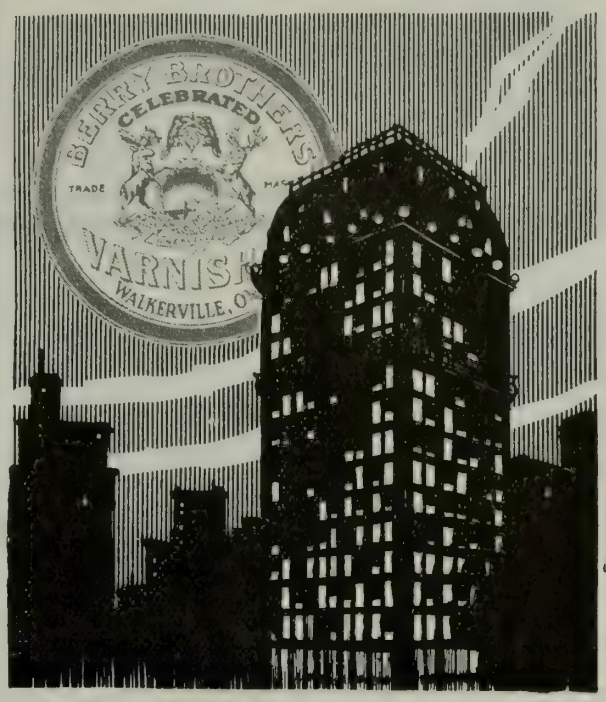
Franco Products are sold through various distributors throughout the country to insure prompt deliveries.

Write for Booklet and Prices, and we will quote and name you distributor in your locality.

INTERSTATE ELECTRIC NOVELTY CO.

of Canada, Limited

220 King St. West, TORONTO, ONT.



Look at every building —in this light

It has floors to varnish and walls to finish. Its owner is a logical customer. Then make sure of **satisfaction** to your customer and profit to your **customer** and **profit** to **yourself** by handling Berry Brothers' products—for 57 years the universal choice of Home Owners, Architects, Builders and Decorators everywhere.

We can supply anything your customers require—but the following products should always be carried by the trade —they are finishes for which there is a constant demand:

Liquid Granite—A floor varnish as lasting and durable as its name suggests.

Luxeberry White Enamel—Unequalled for white interior finishing. Whitest white—stays white.

Write for our Dealer Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

Weekly Paint Markets

MONTEAL.

MONTREAL, April 9.—The advance in the prices of all kinds of mixed paints, which was predicted by Hardware and Metal as the logical development of the situation created by the increase in the tariff covering the war tax and the higher costs of the main ingredients—particularly imported colors and chemicals—is announced to go into effect on April 15th. Many weeks ago May 1st was mentioned in these columns as the time when changes would be made, but later came the indefinite announcement that it would be a short time before that date. All brands of mixed paints are to be affected in the same manner so far as can be learned, although there may be some slight difference in the adjustments made by different houses in relation to their individual supplies of materials. However, the situation is such that the step has been forced and the manufacturers can see no other course. The delay until the present has only been due to the fact that at the time of the tariff change much of the spring business had been placed, and it was considered inopportune to increase prices in the middle of a selling campaign.

The trade is busy. With a favorable spring opening and stocks low there is a brisk demand for immediate delivery, and everything is being made ready for heavy deliveries with the opening of navigation a couple of weeks hence. City business continues dull, and Western Canada improves very slowly.

Mixed Paints.—All lines of mixed paints are affected, but the advance is not a uniform one, adjustments being based upon the extent to which the cost of raw materials have been affected. The increases run all the way from 10c a gallon to 50c a gallon. Bright reds are particularly affected, and there are some other shades of imported materials which are practically out of the market. In such cases prices for drys and for colors in oil are withdrawn and quotations only given on request, the makers preferring to protect their own output of mixed.

Mixed paints in general are up 10c a gallon, including floor paints, enamels and porch paints, but for bright reds the advance is about 25c. On flat oil paints the general advance is 10c, with bright reds 50c up. Barn paints advance 5c a gallon. Carriage paints show a small general advance, with about a third higher for bright reds and wagon paints 10 per cent. up and 25 per cent. higher for bright reds. For colors in oil the advance is 1c a pound for greens, other colors 2c lb., and vermilions, Prussian blues, Chinese blues and Japan colors all out of the market, being only quoted on request.

PAINTS TO ADVANCE APRIL 15TH.

There will be a general advance in the price of all mixed paints, to go into effect on April 15th on deliveries after May 1st. The increases cover a big field, but may be generally summarized as follows:—

General lines of mixed paints, including floor paints, enamels and porch paints, 10c gal., excepting bright reds, which advance 25c a gal.

Flat oil paints—10c a gal. and 50c a gal. for bright reds.

Barn paints—5c gal.

Carriage paints—A small advance for regular colors and 33 1/3 per cent. on bright reds.

Wagon paints—10 per cent. advance on ordinary colors and 25 per cent. on bright reds.

Colors in oil—Greens, 1c lb. Other colors 2c lb., excepting vermilions, Prussian blues, Chinese blues and Japan colors, which are withdrawn.

The factors which have led to the higher prices are the tariff change, increased costs for lead, zincs, oils and chemicals and the shortage in imported colors, which promise to be out of the market almost entirely after a few months of a continuance of the present conditions.

Linseed Oil.—The market is distinctly firmer and prices have advanced. Conditions are reported as unsettled, firm for the time being, but uncertain for the future. Crushers have put their prices up 2c. In the trade there is considerable spread in prices, as indicated by the following range.

	Raw.		Boiled.	
1 to 2 barrels ..	80c	84c	83c	87c
3 to 5 barrels ..	79c	83c	82c	86c
6 to 9 barrels ..	78c	82c	81c	85c
10 bbls. and over.	77c	81c	80c	84c

5-gal. cans, 50c each; 10-gal. cans, 75c

Demand for oil is reported to be brisk, this being the season when there is good buying for water delivery to country points.

Gasoline and Benzine.—Spring demand for delivery on the opening of navigation is reported to be brisk and equal to that noted at the same time a year ago. Prices are without change at 15c in drums and 14½c tank wagon.

Turpentine.—The turpentine market is very unsettled, there being a wide range in quotations according to individual stocks and opinions. In some quarters quotations are somewhat easier and in others they are indicated as being very firm.

	Per gal.	
½-barrel lots	68c	71c
1-barrel lots	65c	68c
2 to 4-barrel lots	64c	67c
5 to 10-barrel lots	62c	66c

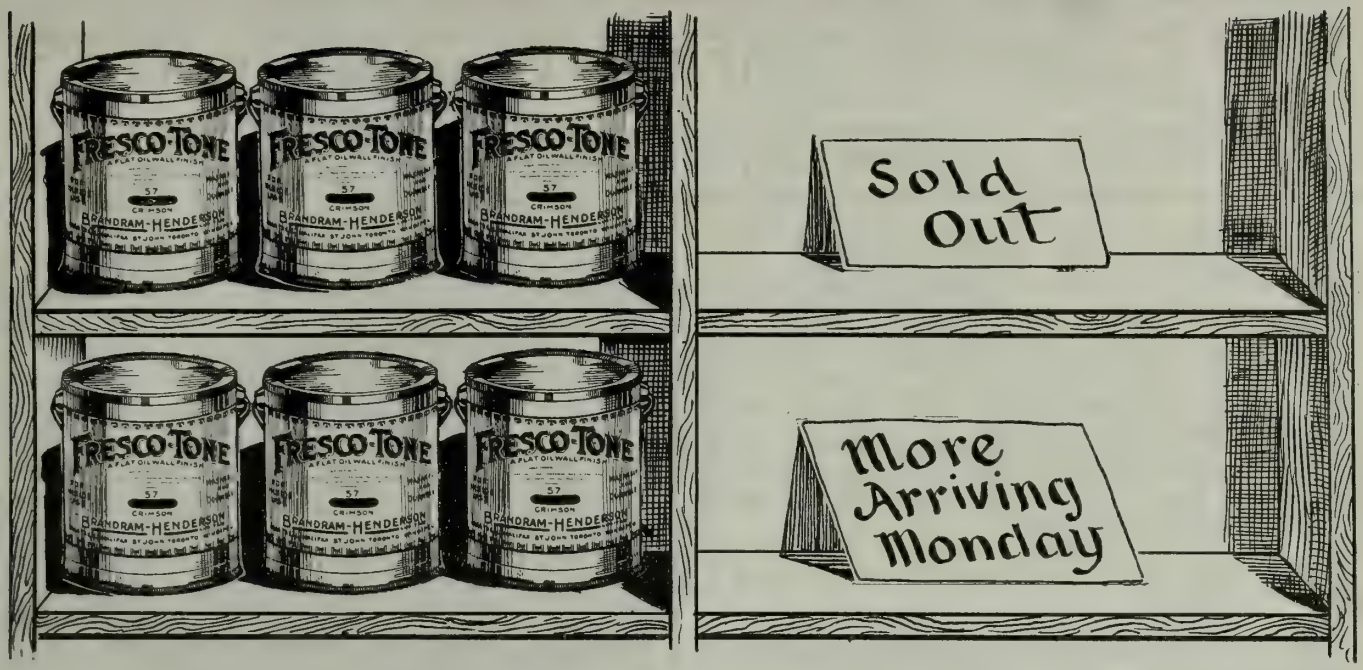
Glass.—There appears to be no change in the glass situation. Officially the quotations are without change, but it is intimated that the schedule is not being closely adhered to.

Lead and Zinc.—With the prices for pig lead continuing to advance almost every week, the situation is very strong on the last advance and higher prices are quite possible. Zinc is very firm and hard to get.

Dry Colors, etc.—Colors are very unsettled, as indicated by the high price of red paints and the withdrawal of a number of lines of colors in oil. Dealers are generally conserving their stocks for their own use. Putty is very firm, with whiting costing considerably higher.

Arsenate of Lead.—Canada Paint Company announces material reductions in the prices of arsenate of lead in paste. The quotations are down about $3 per hundred pounds throughout the range, as indicated in the price list.

(Continued on page 43.)



Fill Your Shelves With FRESCO-TONE

They will soon be emptied.

The Flat Finish vogue finds its fulfilment in

"FRESCO-TONE"

The soft velvety finish, thoroughly sanitary and easily washed.

We predict for you a large sale of

"FRESCO-TONE"

this season. We have added five new colors to keep up with the increasing demand.

Fashion has set her seal of approval on Flat Finishes, and many of the old-fashioned color washes on walls, etc., have been replaced by the new washable Flat Oil Wall Finish,

"FRESCO-TONE"

Try an assortment, including our five new colors, to start the season with.

Our advertising display matter, show cards, window cards, etc., are very original and trade compelling—send to-day for particulars.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and "Crown" Black Powder, 30 and 10%; "Sovereign" Bulk Smokeless Powder, 30 and 10%; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Canuck Smokeless, 35%. Empty Shells, 30 and 10%. 90 days net. Remington, 25, 10, 5%; Nitro Club, 25, 7½%; America, 30, 10, 10%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz.	9 00
Samson single bit, handled, doz.	12 50
Samson double bit, doz.	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Bench Axes, Samson.	
No. 3, doz., net.	9 00
No. 3, doz., net.	9 30
No. 4, doz., net.	10 25
No. 5, doz., net.	11 50
No. 6, doz., net.	12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal...0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅝ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 57½%.
Machine Bolts, ⅝ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅝ in., dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb

Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English.	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire Brick, English.	17 00 21 00
Fire Brick, Am., low.	23 00 25 00
Fire clay (Scotch), net ton	6 50
Fire clay, Am., net ton	5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65 0 80
Carpenters lead pencils, per gross	2 40 6 75
Crayons, per gross	0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER. Montreal Toronto

Casting ingot, see weekly report	
Bars, ½ to 2 in.	25 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	28 00 29 50
Copper sheet, tinned 14x60, 14 oz.	25 50 30 50
Copper sheet, planished, 14x60 base.	31 00 37 50
Braziers' in sheets, 6x4 base	26 00 29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, dos. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets. 3 10 3 25
All bright, 52 sheets. 4 25 4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
60	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous— Per box

I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 25
I X X X, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

I C, 14x20 base	5 25
I X, 14x20 base	6 25
I X X, 14x20 base	7 25
I X X X, 14x20 base	9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big, Ben, each	2 10
Baby Ben, each	2 10

CROWBARS. 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 30 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Always a good job easily done— Always a satisfied customer— Always easy sales and always a good profit.

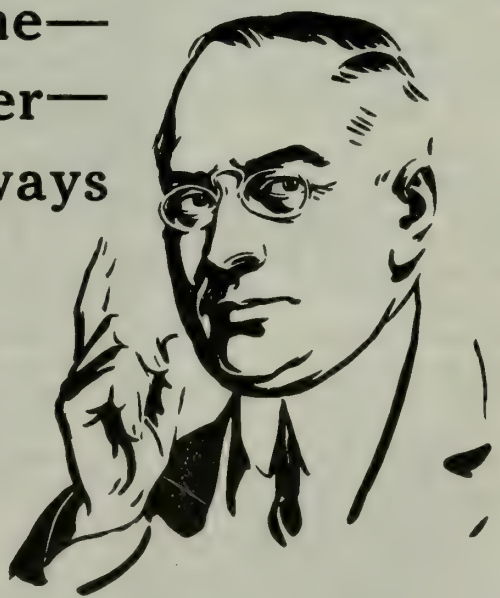


Jamieson Paint and Varnish Proposition

will be the **"only one"** for you once you become acquainted.

Investigate!

Write us about it now.



R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. DODS & CO.

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single	
7 oz. ..	0 15¾	6 oz. ..	0 11½
8 oz. ..	0 17½	7 oz. ..	0 13
9 oz. ..	0 19¾	8 oz. ..	0 14½
10 oz. ..	0 21¾	9 oz. ..	0 16¼
12 oz. ..	0 22¼	10 oz. ..	0 18
15 oz. ..	0 32¾	12 oz. ..	0 21½
		15 oz. ..	0 26

Standard, Single Filled, 36-inch.

7 oz.	0 17	10 oz.	0 23½
8 oz.	0 19	12 oz.	0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	¾ 45

HALTERS (SISAL)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs	0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—	
Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4. $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20

single ladders; sort nose, 1c per foot additional.

18 ft., each	1 98
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	11 00
Banner Junior	12 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42. per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb., sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 60
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.



A tip from the Little Paint Man for *Sherwin-Williams* Agents

Be on the look-out for the Spring issue of the *SWP*--- out in a few days.

It contains much that will help you make your paint department the most profitable part of your business this spring.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



BRITANNIA CHROME YELLOWS

Are the Strongest in the World.

Get Samples and Prove it Yourself.

MANUFACTURED IN CANADA BY

The Allan Munro Color Company
LIMITED

MONTREAL

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 50
No. 6, 2⅛	3 10
No. 7, 2 5-16	2 90
No. 8, 2⅜	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45

Less 10 per cent.

NETTING, POULTRY.
45% off.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English).... 7 50
U.S. Navy (English)..... 7 00
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 8½c lb.
Brass, light, 6½c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 11½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 35
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion. 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.

Size	Black	Galvanized
¼" and ⅜"	$ 2 16	$ 3 18
½"	2 64	3 74
¾"	2 99	4 49
1"	4 42	6 63
1¼"	5 98	8 97
1½"	7 15	10 73
2"	9 62	14 43
2½"	15 21	22 82
3"	19 89	29 84
3½"	23 92	35 88
4"	28 34	42 51

Lapweld.

2"	$ 11 10	$ 15 91
2½"	15 80	23 40
3"	20 66	30 60
3½"	24 84	36 80
4"	29 43	43 60
4½"	36 83	52 07
5"	42 95	60 68
6"	55 68	78 72
7"	76 16	104 72
8"x25 lbs. per ft.	80 00	110 00
8"x28 lbs. per ft.	92 16	126 72
9"	110 40	151 80
10"x32 lbs. p. ft.	102 40	140 80
10"x40 lbs. p. ft.	131 84	181 28

PIPE (LEAD).
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 00
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned. Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 12½
Sisal basis 10½
Double lath yarn basis ... 10¼
Single lath yarn basis 9¾
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
Basis (¾" dia. and larger).
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(63¼).. 4 10
No. 1375—3 ft. ...(66¼).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood. F. H., bright, 85, 10, 7½. 10 per cent.
Wood, R.H., bright, 80, 10. 7½. 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.

Wood, F.H., brass ...	75	10	10
Wood, R.H., brass ...	70	10	10
Wood, F.H., bronze...	70	10	10
Wood, R.H., bronze...	65	10	10
Drive screws	65	10	10
Set case hardened ...	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz. ...	$5 00		
Bench, iron, per doz.	4 25		

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

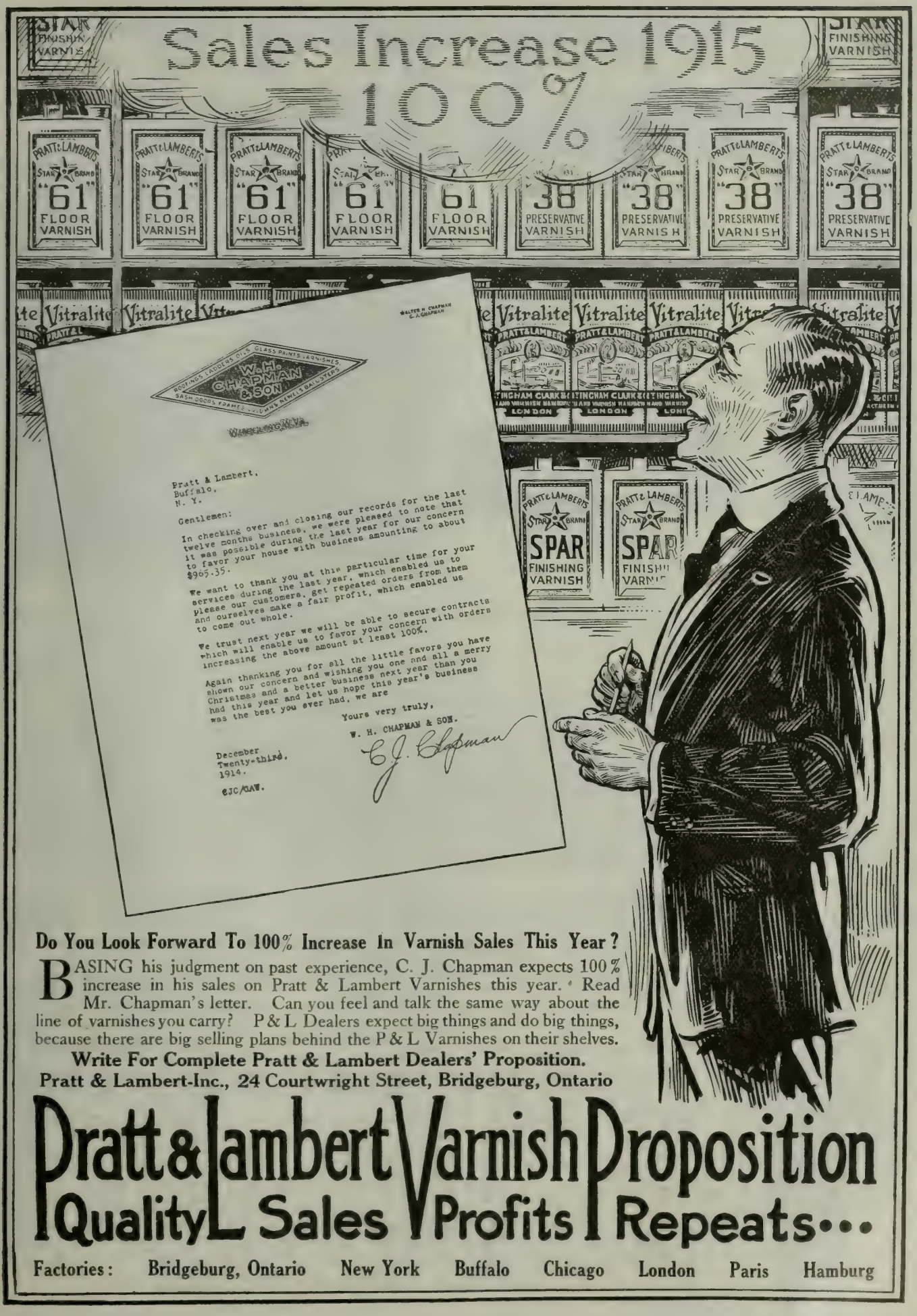
SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbal's best best
16-20 ..	3 90	3 65	3 90
22-24 ..	4 10	3 75	4 10
26	4 35	4 10	4 35
28	4 60	4 30	4 60

Colborne Crown — 16-20 gauge, $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand.	Montreal
14 gauge	3 40
16 gauge	3 40
18-20 gauge	3 60
22-24 gauge	3 70
26 gauge	3 80
28 gauge	4 30
10¾ ozs.	4 50



Do You Look Forward To 100% Increase In Varnish Sales This Year?

BASING his judgment on past experience, C. J. Chapman expects 100% increase in his sales on Pratt & Lambert Varnishes this year. Read Mr. Chapman's letter. Can you feel and talk the same way about the line of varnishes you carry? P & L Dealers expect big things and do big things, because there are big selling plans behind the P & L Varnishes on their shelves.

Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	4.
Socket sc'ps.	50 and 5	45 and 5	
Post scoops	50		
Drain. tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand.	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 —
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30 $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING.
Acme 0 25
Commercial 0 27
Easy 0 27
Star Extra 0 28½
Strictly standard wiping 0 29

SPELTER.
See weekly report.

STAPLES.
100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25
Poultry netting, 100 lbs.... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes.. 2 90
Galv'zed Fence, 100-lb. kegs 3 00
Galv'zed fence, 25-lb. boxes. 3 25
Cooper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Tile, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; bob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Samson, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10¼
550 ft., per lb. 0 08½
500 ft., per lb. 0 08
5 ton lots, ¼c per lb allowance.
10 ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb.
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz. net 16 80
Common Galvanized.
No. 0, doz. 5 32
No. 1 doz. 7 13
No. 2, doz. 7 76
No. 3, doz. 8 86

Per nest.
Nests of 3—0, 1 and 2.....$2 38
Nests of 3—1, 2 and 3..... 2 05
Nests of 4—0, 1, 2 and 3.... 2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr., work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¾c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure: 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2 50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). Per cwt.

Barb		2 75
No. 9, coil spring		2 70
No. 9, plain galvanized ...		2 65
No. 12, plain galvanized ..		2 80
No. 13, plain galvanized ..		2 90
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 16	3 50

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100 00	
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	14 50	15 00
Part cask	15 00	15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

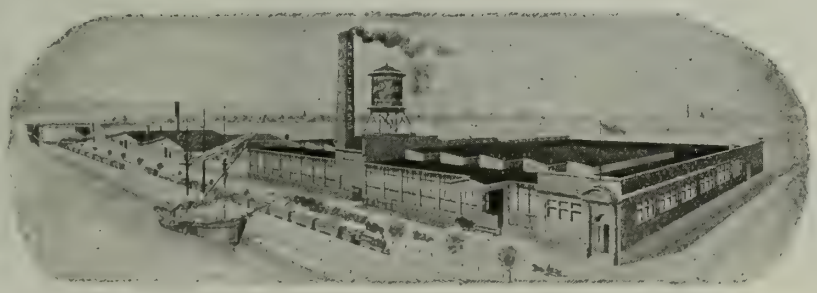
"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY). Per lb.
Raw Umber 100 lb. keg.. 0 10
Burnt Umber, 100 lb. 0 10
Raw Sienna, 100 lb. kegs.. 0 10
Burnt Sienna, 100-lb. kgs.. 0 10
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs.. 0 04½
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 ..... 0 02
Drop black, pure dry ... 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 04
Yellow ochre, barrels 0 01¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.
Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80

FILLER. Gal.
Luxeberry Enamel $5 00
Screen Enamel B.B. 1 65

GLUE. Per lb.
French medal 0 15
English common sheet ... 0 12
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 ..... 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 ..... 0 13
Extra 0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
91 to 95	....
96 to 100	....

Size United Inches.	Double Diamond.
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine $9 25		$9 40
"Anchor," pure	8 70	9 10
Green Seal	8 70	9 10
Brandram's B.B. Genuine	9 25	10 10
C.P. Co. decorat's pu.	8 70	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		8 85
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 45	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"	....	10 75
Stephens' H. P. P. (Winnipeg)	....	8 35

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. ...	6 50	6 38
Genuine, 100-pound kegs, per cwt. ...	6 75	6 75
No. 1 casks, per 100 lbs.	6 25	6 25
Less quantity		8 50

LEAD, ARSENATE OF.
1 lb. pkgs., 100 lb. lots..$19 50
2 lb. pkgs., per 100 lbs.. 19 50
5 lb. pkgs., per 100 lbs.. 15 50
25 lb. pkgs., per 100 lbs.. 14 50
100 lb. pkgs., per 100 lbs.. 13 25
200 lb. kegs, per 100 lbs... 13 10
300 lb. pkgs., per 100 lbs.. 13 00
600 lb. casks, per 100 lbs.. 12 50

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon In qt. tins.
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure...	2 00
Elephant and Prism.....	1 80
Benj. Moore Co.'s "Egyptian" Brand	1 45
Moore's house colors, per gallon	1 75
Brandram-Henderson's "English"	2 00
Fresco-Tone, in quarts....	1 80
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle..	1 60
Martin-Senour, 100% pure.	2 00
Senour's floor paints	1 60
Jamieson's Crown and Anchor brand	1 60
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color.....	2 00

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22¼
1-lb. pack., 100 case.	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb. kegs 0 08¾

PRIMER. Gal.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B. Lb.
1 lb. cans $0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
½ barrels 0 10½
Barrels 0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).
Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.
Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls.	See weekly report.	

SLATING. Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. $3 00

STAINS. Gal.
Oil, & Spirit, Berry Bros...$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

	Per gal. cans
Liquid Granite	$3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap...	1 05
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pints, gross	9 00
Pure white shellac varnish	2 15
Pure orange shellac varnish	2 00
No. 1 orange shellac varnish	1 85
Kyanize floor finish	3 25
Kyanize cabinet rubbing ..	3 25
Kyanize spar	4 25
Kyanize stains	3 25

WATER PAINTS.
Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkge. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.
XXX Extra 0 10¼
X Grand 0 09¾
XLCR 0 09¼
X Empire 0 08½
X Press 0 07¾

WASTE, COLORED WIPING.
Fancy 0 07⅞
Lion 0 07⅛
Standard 0 06⅜
Popular 0 05¾
Keen 0 05¼

WASTE, WOOL PACKING.
Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.
Select White 0 09
Mixed Colored 0 06¼
Dark Colored 0 05¼

This list subject to trade discount for quantity.

WAX. Per lb
C.P. Floor Wax 0 30
Old English Floor Wax . 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. 0 35
Johnson's Floor, natural.. 0 38
Johnson's Floor, black .. 0 38

WHITING.
Paris white 1 10
Plain, in bbls. 0 90
Gilders bolted, in bbls..... 1 00

ZINC (DRY).
Extra Red Seal, V.M..... 15
No. 1 Red Seal 15

ZINC IN OIL.
Pure, in 25-lb. irons 14-15
No. 1, in 25-lb. irons..... 9-10
No. 2, in 25-lb. irons..... 7- 8
Pure in Darmar Varnish. 0 25

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Stock Material Shipped Same Day as Order Received.

Our stock on hand of standard and miscellaneous steel and iron is very complete.

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Bolts	Tubes	Plates	Nuts
Rivets	Spikes	Angles	Turnbuckles

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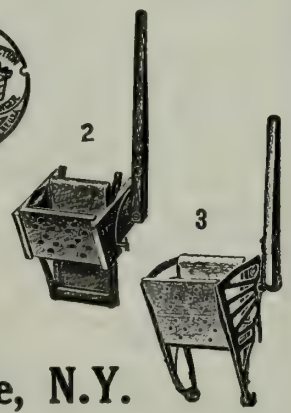
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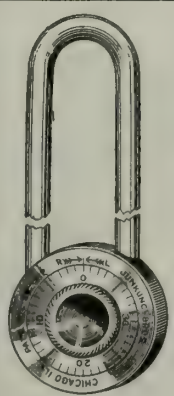
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Hardware dealers everywhere have endorsed this new keyless, non-freezing combination hasp lock. Operates the same as a safe. No rivets, springs, pin or bolts—contains only five parts—locks in three places—made of Rolled Brass.

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Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg $7 00
ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.
AUGER BITS.
"Irwin" bits, 40%; common, 70%.
AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.
BARS, CROW.
$4 per 100 lbs.
BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.
BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".
BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.
BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.
BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.
BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.
BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.
BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.
CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.
CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.
CLEVISES, MALL.
7½c per lb.
COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.
ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.
FERRULES AND RINGS.
30 per cent. off.
FILES.
American, 70 and 10%.
Nicholson's, 60%.
FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.
GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.
GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.
GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.
HAY KNIVES.
Heaths, $8; Lightning, $7.50.
HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.
HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.
JACKSCREWS.
60 per cent. off list.
KNOBS. Door, 307, $1.25.
IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.
IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.
LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50
LEAD PIPE.
$7.50 coil; less coil, $8 cwt.
LEAD WASTE.
$8 to $8.50 per cwt.
LINSEED OIL.
Raw, per gal., 86c; boiled, per gal., 91c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.
LOCKS.
Rim knot lock No. 600, $1.60 per dozen.
MATTOCKS.
Pick, $5.75; cutter, $5.75.
NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.
NAILS, HORSE.
Capewell, 10 and 5 off list.
NETTING.
Poultry, 40%.
NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.
OIL CANS.

	Tin	Gal. vanized
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.
PARIS GREEN.
100-lb. drums, 21¼c; 1-lb. pkgs. (case lots), 23½c; ½-lb. pkgs. (case lots), 25½c.
PICKS.
Clay, 6-7, $4.50 per dozen.
GALVANIZED IRON PIPE.
¼ inch, $3.95; ⅜, $4.05; ½, $4.70; ¾, $5.55; 1 inch, $8.15; 1¼, $11; 1½, $13.35; 2, $17.80.
IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.75; ½ inch, $3.35; ¾ inch, $3.95; 1 inch, $5.80; 1¼ inch, $7.85; 2 inch, $12.60; 2½ inch, $20.20; 3 inch, $26.40; 3½ inch, $31.75; 4 inch, $37.60; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $66.40.
PLASTER, Paris, per bbl., $3.25
PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.
PLOW SHARES .....10c per lb.
POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.
PUTTY.
100 lb. drums 3 00
25-lb. irons, per cwt.. ..... 3 10
1½-lb. tins 0 06
RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.
RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.
ROPE.
Sisal, 11½c base; pure Manila, 16c base; British Manila, 13½c base; lath yarn, 10¾c base.
Tarred Marline Hanks, per lb., 26c.
SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.
SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.
SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.
SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.
SHOT.
Soft, $10 per 100 lbs.; chilled, $10.60; buckshot, $10.80; ball, $11.20.
SHEET ZINC.
Cask, lots. 13¼c; small lots, 13½c.
SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.
SOLDER.
Per pound, 32 to 33 cents.
SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.
STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.
STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.
STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.
STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.

6 inch, per doz.	1 42
7 inch, per doz.	1 59
8 inch, per doz.	2 37

TACKS.
Carpet, 75-10 per cent. off list.
TIES. Cow, 35 per cent.
TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.
TURPENTINE.
Per gal., barrel lots, 75c.

VARNISHES.	Per gal.	cans
Carriage No. 1		1 75
Elastic Oak		1 90
Furniture No. 1		1 60
Gold size Japan		2 25
Turps, brown Japan		1 00
Crystal Damar		2 50
Oilcloth		2 25

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb
Vitrol, blue stone, per lb., 6c
WARES.
Galvanized, heavy, 25, 12½%.
WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.
WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.
WHITE LEAD.
Decorators' pure white lead, ton lots, $9.70; less than ton lots, $10.
WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.10; Winnipeg, $2.45; Glidden 2-point, Fort William, $1.92; Winnipeg, $2.25; Baker 2-point, Fort William, $1.90; Winnipeg, $2.22; Alberta 2-point, Fort William, $1.80; Winnipeg, $2.08; American special 2-point, Fort William, $3.05; Winnipeg, $3.45; plain twist, per 100 lbs., Fort William, $1.50; Winnipeg, $1.75; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.40; Winnipeg, $2.80; No. 12 (coiled), Fort William, $2.55; Winnipeg, $2.95; plain galvanized wire, No. 9 (plain), Fort William, $2.35; Winnipeg, $2.75; No. 12 (plain), Fort William, $2.50; Winnipeg $2.90.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.
WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.
WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.
WRENCHES.
Stillson, 65 and 5% off.
WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

"FENCE UP"

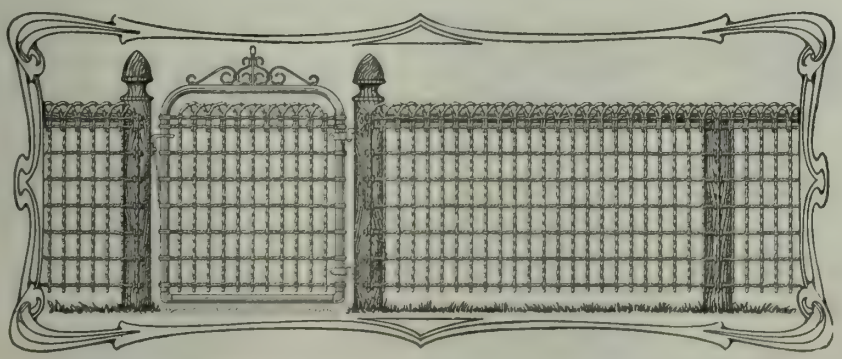
A farm, garden or lawn is judged at first by the fence which surrounds it. Time and a close inspection are necessary to discover the inner qualities. You must for your first impressions be guided by the outward appearance. Therefore, it pays to have a neat exterior. In other words a fence is "The outward sign of an inward order and cleanliness."

You will say when you get this far:—"What is the idea? They must have fence to sell," and this will be right, we have fence to sell. Fence for all purposes, and border and gates to go with the fence, and gates to go without the fence. All of them are of the best standard makes; and we sell them plus our "Service," which means you buy fence value.

We also have a big intelligent fence circular which tells you all about our fence, its gates, etc.; also how much fence you will need for any known quantity of land, all worked out for you on a neat little chart, which will help you talk to your prospect and give him facts with every one of your selling arguments.

If you haven't a circular, mail the coupon and make sure of getting one. We want to help you start a "Fence Up" move. We think it will be a good one, and we want to have our fence in the game too. We can supply you with everything that is honest and new in fencing, and back it by our "Service."

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



TEAR HERE

MILLER-
MORSE
HARDWARE
CO., LIMITED.

Mail Fence circular to

Name.....

Address.....

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY P. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.


Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

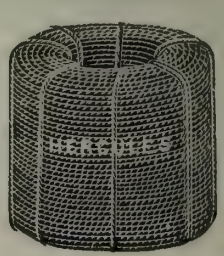
MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
THE KYLE MALLEABLE CASTINGS CO.
MERRICKVILLE, ONT.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

SASH CORD
THE BEST MADE

Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
Wholesale Dealers Sell Them

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters

Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.



FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO.

Hohlfeld Hammocks

Sell on Sight

have distinctive features and designs that make them the preference of prospective buyers.

But while we have paid particular attention to producing hammocks for the enjoyment of the older folks, the wee little ones who are bound to appear in most every home, have not been neglected.



The HOHLFELD SLEEPY HOLLOW HAMOKRADEL has been tried and is proving its worth the world over.

The most complete yet withal the least expensive of any contrivance made for the comfort of Baby.

Let us book your trial order for Spring delivery. Write for full particulars **now.**

The Hohlfeld Manufacturing Company
PHILADELPHIA, PA.

Canadian Agencies:
Mackenzie Bros. Winnipeg
Gilman & Rogers 91 Youville Sq., Montreal

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

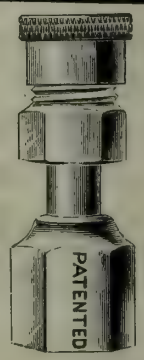
Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Keystone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

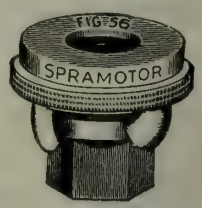
Money In These



There's many a hardware merchant making a nice annual profit handling SPRAMOTOR parts and accessories. The SPRAMOTOR is universally used. It has become standard through its excellence, and there is a steady demand for the superior parts we make.

When you handle the SPRAMOTOR you handle the best made. We have outfits selling all the way from $6 to $350, and the dealer who sells a

Spramotor
It isn't a SPRAMOTOR unless we made it



satisfies a customer. Our persistent advertising has familiarized the name "SPRAMOTOR" to such an extent that we have had to adopt the protective slogan under the name cut above. This indicates how widely our machines are known.

Why not accept some of the money being made? Write for our proposition. Made in Canada. No duty to pay.



Spramotor Works
2173 King St., London, Can.
2603 Erie St., Buffalo, N.Y.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

FOR SALE—GOOD HARDWARE BUSINESS, "Sunny Alberta." Stock and fixtures $8,400.00. Rent building. Write for particulars, Box 175, Hardware & Metal, Toronto. (16)

FOR SALE—HARDWARE BUSINESS IN good farming section. Stock in splendid condition. Good reason for selling. Box 178, Hardware & Metal. (16)

FOR SALE — HARDWARE STOCK — GOOD eastern location. Stock about $5,000. Turnover $20,000. Shows a gross profit of $4,000. Fine property. Owner will either rent or sell. Best of reasons for selling. Apply Box 179, Hardware & Metal, Toronto.

WE HAVE A QUANTITY OF GALVANIZED iron sheets, slightly stained by fresh water, in Nos. 18, 20, 22 and 24 gauges, 8 and 10 feet long, which we are selling cheap. Write for prices. Wheeler & Bain, Toronto. (13)

FOR SALE — HARDWARE BUSINESS IN Western Canada; well established; stock in good condition. Good reason for selling. For particulars apply Box 174, Hardware and Metal. (15)

STEEL STACK (SECOND HAND) FOR SALE by large, reliable manufacturer; diameter 27", height 36", lower half ¼" thick, upper half 3-16" thick. Has had one year's usage and is in first-class condition. Address P. O. Box 261, Windsor, Ont. (16)

WANTED

WANTED—HIGH-CLASS STOVE AND FURnace traveller for Quebec territory. Knowledge of both languages necessary. Apply, stating previous experience, to Gurney-Massey Co., 385 West St. Paul St., Montreal, Quebec. (15)

WANTED — TO REPRESENT CANADIAN manufactured goods in Montreal or Province of Quebec. Highest credentials. X. Y. Z., care of Hardware and Metal, Montreal. (16)

WANTED — AGENCIES FROM PROGRESsive manufacturers for saleable electrical and allied hardware lines. Others don't reply. Can handle your goods to best advantage, having offices in Winnipeg, Regina and Edmonton. Don't procrastinate. Make your arrangements now with Houston & Co., Ltd., P.O. Box 773, Winnipeg. (18)

WANTED—A SET OF TINSMITH TOOLS—must be in good condition. Three ft. preferred. Write particulars and best price for cash. Tetlock Bros., Carleton Place, Ont. (15)

TRAVELLER—FIRST-CLASS CONNECTION. Western Ontario hardware trade manufacturers and contractors, is in position to represent good house on commission basis. Box 172, Hardware and Metal, Toronto. (16)

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

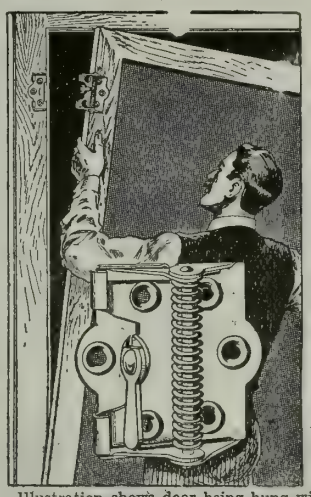
ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A SEED DEPARTMENT

will add to your profits.

Kelway Langport England

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



JIFFY Detachable Screen Door Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT

St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town .....Province .....

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels.
Carborundum Co., Niagara Falls, N.Y.

Air Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Aluminum.
British Aluminum Co., Toronto.

Aluminum Solder.
British Aluminum Co., Toronto, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware.
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.
Sheet Metal Products Co., Toronto.

Aluminum, Alloy, Ingot, Sheet, Wire.
British Aluminum Co., Toronto.

Ammunition.
Dominion Cartridge Co., Montreal.
Hercules Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., New York.

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Oneida Community, Ltd., Oneida, N.Y.
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Bags and Sacks.
Scythes & Co., Toronto.

Baits, Spoon.
The Andrew B. Hendry Co., New Haven, Conn.

Bale-Ties.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.

Bar Iron.
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Barn Equipment.
MacKenzie Bros., Winnipeg, Man.

Bath Room Fittings.
Canadian Consolidated Rubber Co., Montreal.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

Batteries and Accessories.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Bells.
Taylor-Forbes Co., Guelph.

Belting.
Canadian Consolidated Rubber Co., Montreal.
The Can. H. W. Johns-Manville Co. Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bent Goods.
Merritt & Co., Chatham, Ont.

Bicycles.
Bown Mfg. Co., Birmingham, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bird Cages.
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven.

Biscuit Boxes.
Soren Bros., Toronto.

Bits.
Ford Auger Bit Co., Holyoke, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.

Blocks, Lifting.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Bolts and Nuts.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co., of Canada, Ltd., Hamilton.

Bows, Buggy, Auto and Express.
Merritt & Co., Chatham, Ont.

Box Chisels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn..
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Hamilton.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Fray & Clark, New Britain.

Brooms.
MacKenzie Bros., Winnipeg, Man.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Stanley Rule & Level Co., New Britain.

Builders' Hardware.
Canadian Yale & Towne, St Catharines.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Burrs.
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

Butts.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor-Forbes Co., Guelph, Ont.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor-Forbes Co., Guelph, Ont.

Butts, Spring.
Chicago Spring Butt Co., Chicago.

Cake Tins.
Soren Bros., Toronto.

Calipers.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Calks.
Neverslip Mfg. Co., New Brunswick, N.J.

Camp Kettles.
Soren Bros., Toronto.

Cans.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Canada Plates.
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & H. S. Thompson & Co., Montreal.
Sheet Metal Products Co., Ltd., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Carriers.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Casseroles.
MacKenzie Bros., Winnipeg, Man.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Ceilings, Metal.
Metallic Roofing Co., Toronto.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Alfred Rogers, Ltd., Toronto.

Cement Working Tools.
T. Slack & Co., Toronto.

Chafing Dishes.
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.

Chain Blocks.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Clutches.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Drills.
Smith & Hemenway Co., New York.

Chain, Manufacturers.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
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Cow Sprayers.
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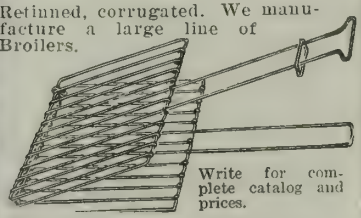
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Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

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Trimont Mfg. Co., Roxbury, Mass.

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Buck Bros., Millbury, Mass.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Southington Conn.
Smith & Hemenway Co., New York.

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Canadian Consolidated Rubber Co., Montreal.

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Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

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Du Pont Powder Co., Wilmington, Del.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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P. & F. Corbin, New Britain, Conn.
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R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
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Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.
Western Foundry Co., Wingham.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

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Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Northern Electric Co., Montreal.

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Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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Brandram-Henderson Co., Montreal.

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MacKenzie Bros., Winnipeg, Man.
McClary's, London.
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Dominion Iron & Steel Co., Sydney
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Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

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Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.

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H. S. Howland & Sons Co., Toronto.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Berry Bros., Walkerville.
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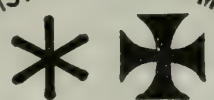
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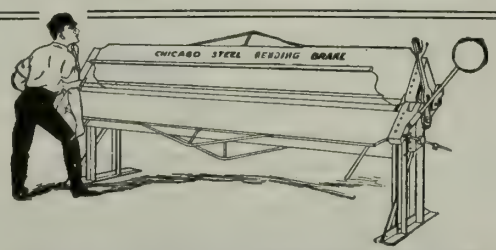
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(Made in all sizes)

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Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Pratt & Whitney Co., Dundas, Ont.

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Canadian Consolidated Rubber Co., Montreal.

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The Chapin Stephens Co., Pine Meadow, Conn.
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Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington & Cleveland.

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Clayton & Lambert Mfg. Co., Detroit.

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J. H. Still Mfg. Co., St. Thomas,

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Tubing, Rubber.
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Meakins & Sons, Hamilton.

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MacKenzie Bros., Winnipeg, Man.
D. Maxwell & Son, St. Mary's, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

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Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Wash Boilers.
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Steel Co. of Canada, Ltd., Hamilton.
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
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B. Greening Wire Co., Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Kuhne-Anderton Co., Port Hope, Ont.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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The B. Greening Wire Rope Co., Ltd., Hamilton.

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The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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The Stanley Chain Bolt

No. 1055—Ten-Inch Size FOR GARAGE DOORS

This Wrought Steel Chain Bolt comes under the class of "Good Goods." It's a "Stanley" Product. This particular Bolt shown is our 10-inch size made for heavy garage and warehouse doors. A choice of Japan or Plated finishes. Chains made 24 inches long—strong links, well linked. Two staples furnished with each Bolt. Box staple packed when ordered. Also furnished with 5-foot chain and numbered 1055½.

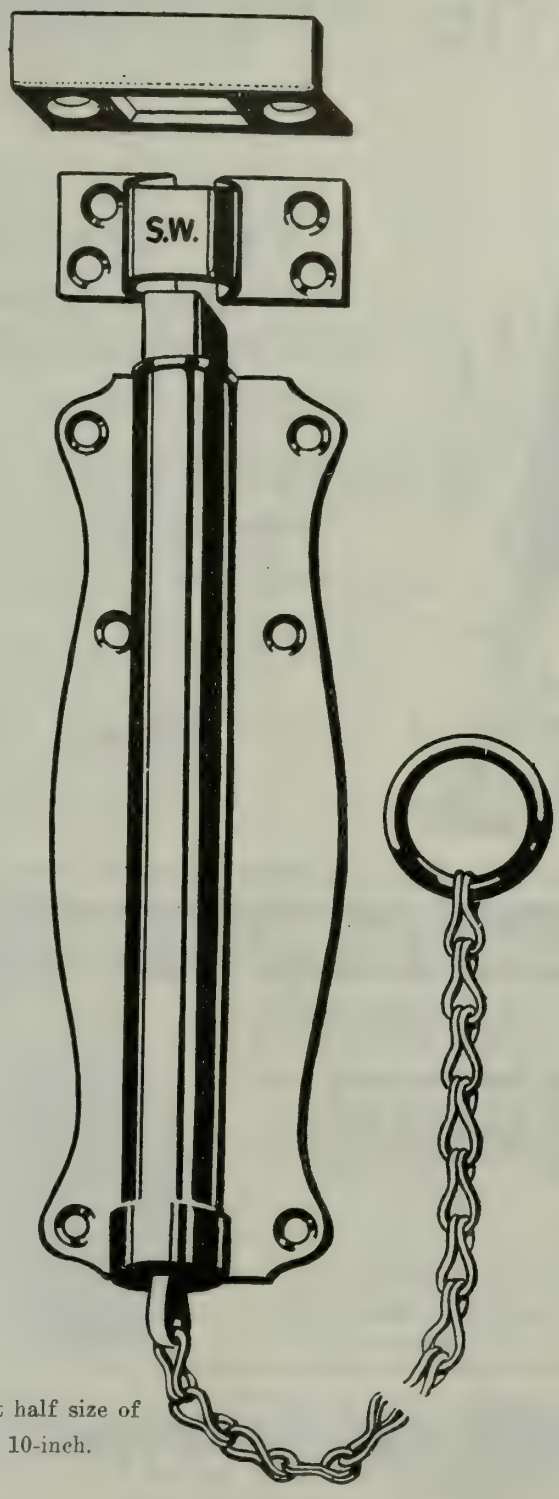
One indication of quality in this "Stanley" Bolt is shown by the "Stanley" Sherardized spring. This prevents rusting and breakage. Ordinary strains won't break this Bolt, and it serves its purpose when once in place. May be reversed by removing set screw from bolt proper, turning bolt and replacing set screw in other side.

Other "Stanley" Bolts are somewhat similar in type, but are made 3 inches long for use on light doors, closets, cabinets, sheds, etc. Then there is the 6-inch size for full-size doors. These three sizes are enough to satisfy all ordinary demands for Chain Bolts.

Packed one in a box with screws to match.

Send a memo to your jobber

See Page 1



Cut half size of 10-inch.

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Ross Rifle Company
QUEBEC, CANADA

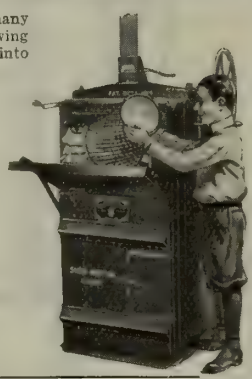
Cash For Waste Paper

You, like thousands of others, are wasting many dollars—perhaps hundreds—every year, by throwing away waste paper. Stop this waste—turn it into profit by using the

ALL STEEL Schick FIREPROOF

Paper Baler

All steel—absolutely fireproof—strongest—simplest—easiest to operate. Will last a lifetime, yet pays for itself first year. Write to-day for **low prices** and **free trial offer.**



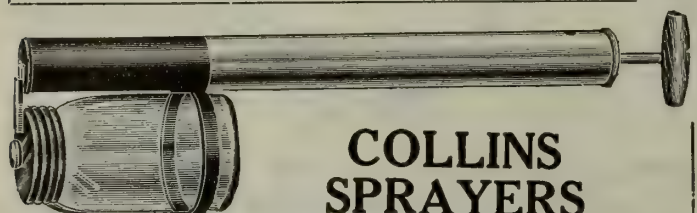
DAVENPORT MFG. CO.
Dept. "H.M." Davenport, Iowa

SALYERDS HOCKEY STICKS
Distinctive Quality—Reasonable Price



Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLESALERS.

E. B. SALYERDS
Preston, Ont



COLLINS SPRAYERS

Have been on the market for years and have made good everywhere. THEIR QUALITY, STRENGTH, APPEARANCE AND PRICE MAKE THEM SELL ON SIGHT AND GIVE SATISFACTION.
We make sprayers for spraying fruit, flowers, vegetables, disinfectants, etc.
Write for prices of these LOW-PRICED QUALITY SPRAYERS NOW.
There is a liberal margin for profit, more sales and satisfied customers in selling these goods.
YOUR JOBBER SELLS THEM.

Made in Canada by **The Collins Mfg. Co.**
415 Symington Ave., Toronto, Ont.

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

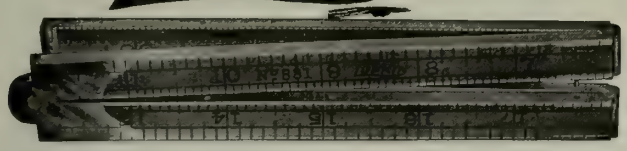
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

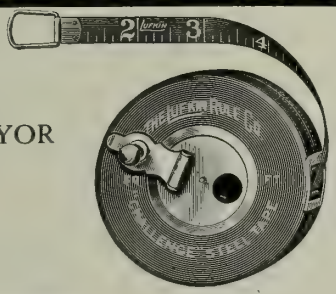
When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN





SOLD BY ALL JOBBERS

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

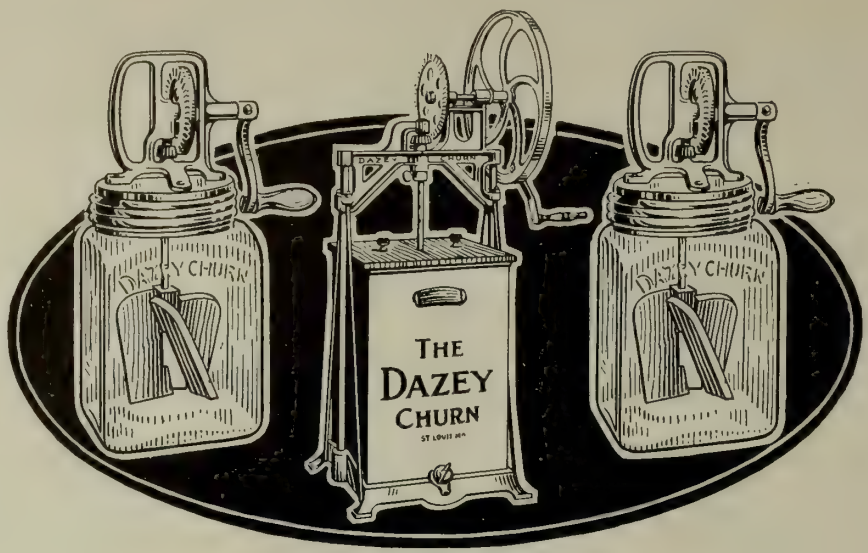
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.

DAZEY CHURN & MFG. CO.
WARNE AND CARTER AVES.
ST. LOUIS, MO.

HARDWARE AND METAL

Vol. XXVII. No. 16 — PUBLISHED EVERY SATURDAY SINCE 1888 — April 17 1915

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



Every Retailer should stock this line.
Sale increasing immensely.

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

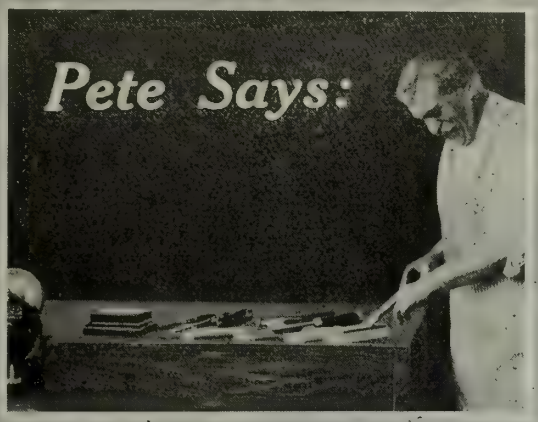
Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.



Spring building operations will soon begin

The boys will be drilling out at seven with their tool kits ready to put up the modest little cottages or the big mansions.

They will all need good sharpening stones,

Carborundum Sharpening Stones

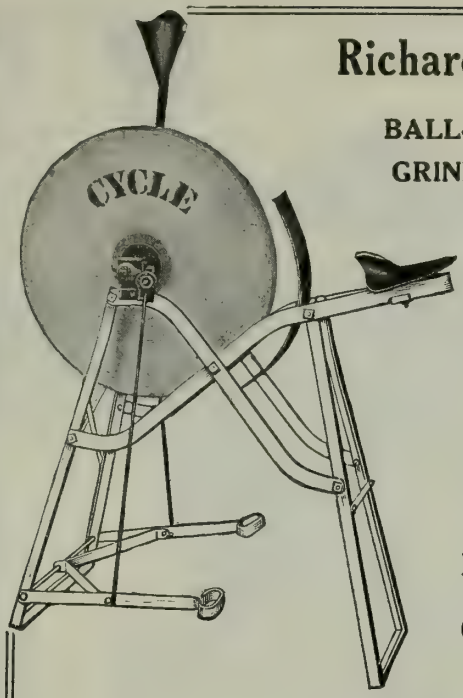
The stones that they can depend upon to always cut free, fast, and clean, and give an edge that is an edge. The round and oblong Combination Stones, the Carborundum Slips and Gouges will be asked for. Stock up to meet the demand.

Show them in a Carborundum window

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

Richards-Wilcox

BALL-BEARING GRINDSTONES



are without an equal for

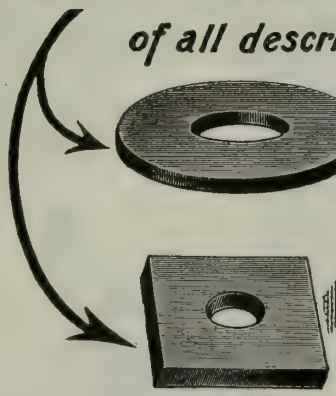
STRENGTH, EASY-RUNNING and DURABILITY.

Genuine Berea Grit

THE LINE
No. 300—"Cycle." No. 025—"King."
No. 400—"Victor." No. 320—"Family."
All Ball-Bearing and Guaranteed.
PUT A COUPLE OUT IN FRONT AND LET THEM SELL THEMSELVES.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.

Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs
Felloe Plates
Sheared and Punched Plates

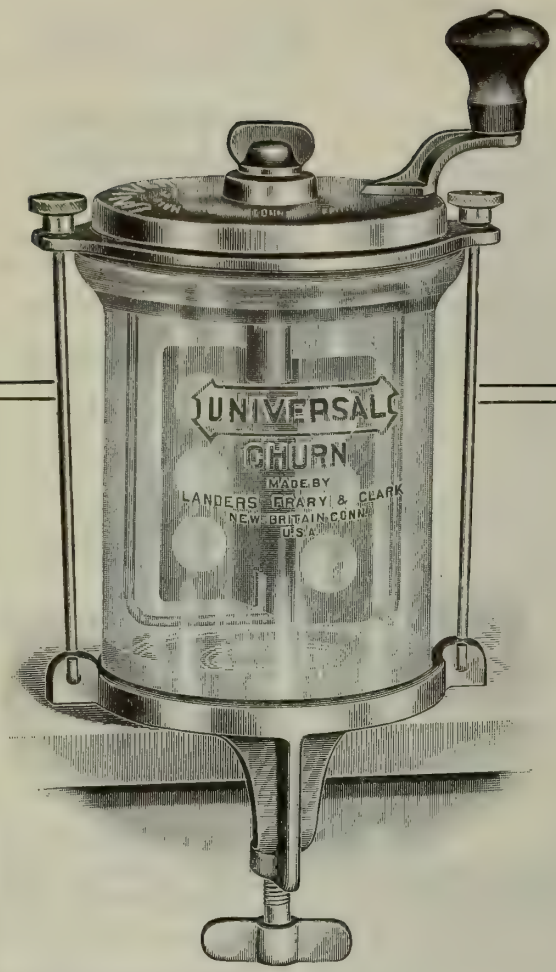
Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

The UNIVERSAL

Butter Churn and Cream Whip



A practical churn for general household use.

Simple and speedy in operation, easy to clean and perfect in results.

The construction of the perforated paddle and its action in connection with the round wire frame, within which it revolves, is such that it will turn cream into butter in less time than any other glass churn on the market. This paddle is made of sheet steel, heavily tinned. It is more sanitary than wood and never wears out.

The glass bowl is entirely open at the top and the inside is perfectly smooth with no grooves or corners to interfere with cleaning.

The entire metal construction may be withdrawn from the bowl with one operation. A large clamp holds the churn securely to the table while in operation

The churning capacities mentioned below are actual ones and in most cases UNIVERSAL Churns will make as much butter as the next larger size of other makes.

As A Cream Whip

With cream below 60 degrees the UNIVERSAL Churn is just as good for whipping cream as it is for making butter at the higher temperature. Does the work more thoroughly and in less time than it can be done by hand.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.



No. 15. Each, $1.50.
Actual Churning Capacity 1½ pints.

No. 25. Each, $2.00.
Actual Churning Capacity 3 pints.

No. 35. Each, $2.50.
Actual Churning Capacity 4 pints.

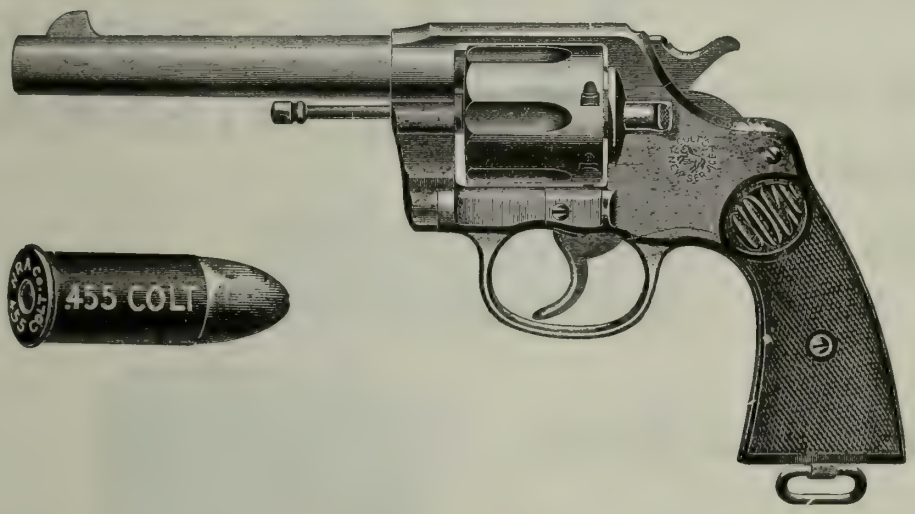
No. 45. Each, $3.00.
Actual Churning Capacity 5 pints.

COLT'S AUTOMATICS



EXTRA MAGAZINES FOR ABOVE

COLT'S NEW SERVICE



Holsters and Ammunition to Suit Both

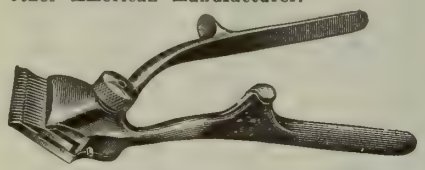
LEWIS BROS. LTD., MONTREAL

WHOLESALE HARDWARE

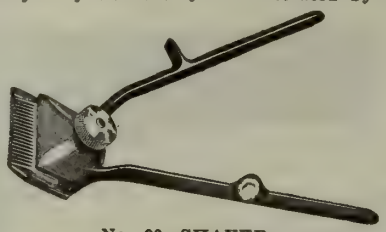
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

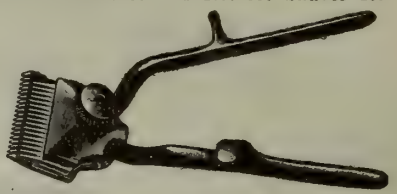
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2. Retailing at about $2.50. High-class barber's clipper.

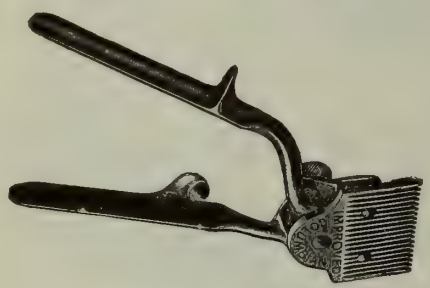


No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



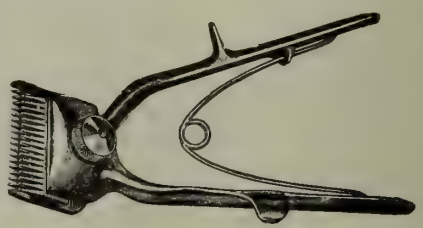
SPEED
Best low-priced Clipper made. Retailing at about $1.00.

If you are not familiar with these goods, send for samples and compare them with others.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

Boost Goods made in Canada

Keep Canadian Labor employed

You can help by insisting on having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

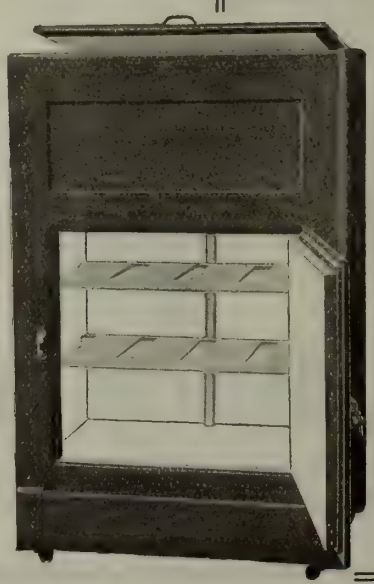
WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

NEW PURITAN REFRIGERATOR

for 1915

A GOOD, SUBSTANTIAL, WELL-MADE REFRIGERATOR, AT A MODERATE PRICE — MADE ESPECIALLY TO MEET PRESENT CONDITIONS OF MONEY SCARCITY.



Description.

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman gold trimming.

Fully guaranteed.

WRITE FOR FULL PARTICULARS.

THE SANDERSON-HAROLD COMPANY, LIMITED
PARIS, CANADA









This Label on every article.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Your Opportunity

To Make Extra Profits

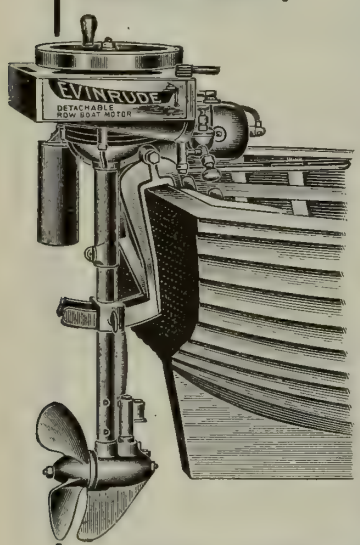
This Season

If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night
MacLean's Magazine
Canada Monthly
Canadian Magazine
Rod & Gun
Motor Magazine



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

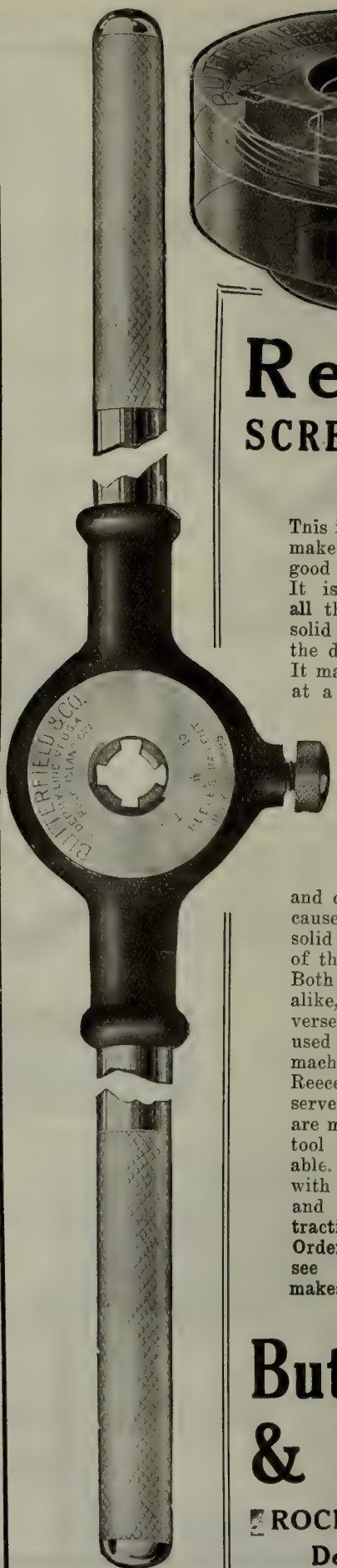
Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon ***you***—our Local Agent.

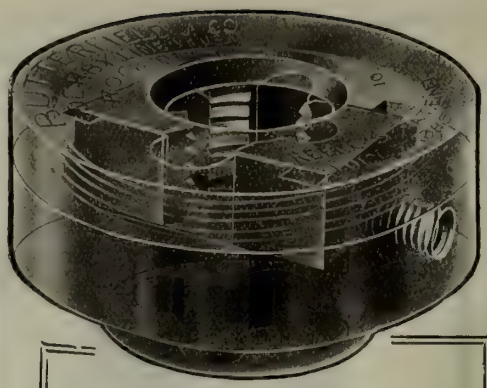
We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. New York City





Reece's SCREW PLATES OUTSELL

Tnis is a class of tool that makes firm friends with good mechanics.

It is adjustable, having all the advantages of a solid die, without any of the disadvantages.

It makes a perfect thread at a single cut and will cut close to a shoulder by simply reversing the collet. No "backing and filling" is necessary. It is impossible for the dies to loosen and cut cross-threads, because the guides are cast solid with and are a part of the collet.

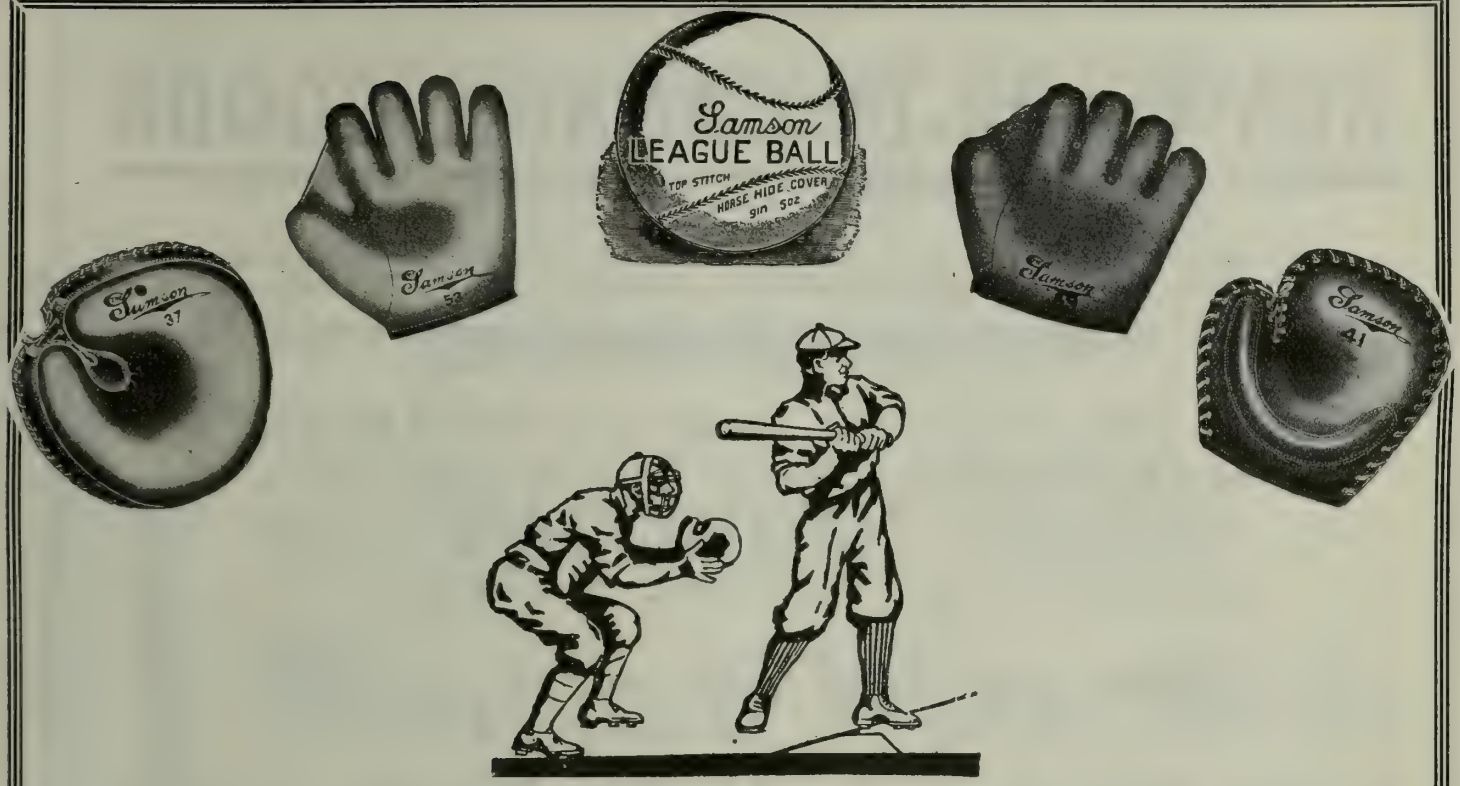
Both dies being exactly alike, they can be reversed in the collet and used in a lathe or other machine.

Reece's Screw Plates serve longer because they are made of the very best tool steel that is procurable. They are finished with absolute accuracy, and set up in neat, attractive wooden boxes.

Order a sample set and see what a "hit" it makes.

Butterfield & Co., Inc.

ROCK ISLAND, P. Q.
Derby Line, Vt.



SAMSON BASEBALL GOODS

The quality, patterns and shapes of the SAMSON line will appeal to all ball players.

Original patterns, unequalled quality and reasonable prices are strong features.

Preferred by the baseball players who demand the best.

Absolutely Guaranteed

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE LIMITED

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

BUFFALO



Ideal Threshers' Oil

is the most satisfactory oil obtainable for use on bearings of ALL kinds of farm machinery.

Is a straight mineral oil, dark red in color, heavy, but not too heavy to occasion loss of power, or to prevent free flowing.

Is not affected by moisture, or climatic changes, and age will not impair its unequalled lubricating properties.

Is possessed of a very low, cold test, so that it does its work in the cool of the morning equally as well as in the heat of the day.

You will make no mistake in recommending your customers to use Buffalo Ideal Threshers' Oil.

Prairie City Oil Co., Limited

WINNIPEG, MAN.

More Hammock Sales With Less Effort



An easy proposition wherever

Hohlfeld Hammocks

are the line that's carried.

The harmonious blending of colors and the distinctive design invariably make Hohlfeld Hammocks sell on sight to people of critical taste.

The yarn used is the very best high-grade cotton, hard spun, containing the most tensible strength. Triple strength where the greatest strain prevails.

SATISFACTORY SERVICE.

THE HOHLFELD MANUFACTURING CO.

PHILADELPHIA, PA.

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED





Wrought Pipe
Wire and Wire Nails
"Tiger" White Lead
"Bay State" Tire Bolts
Iron and Steel Bars

Our well-assorted stocks enable us to make unusually prompt shipments.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

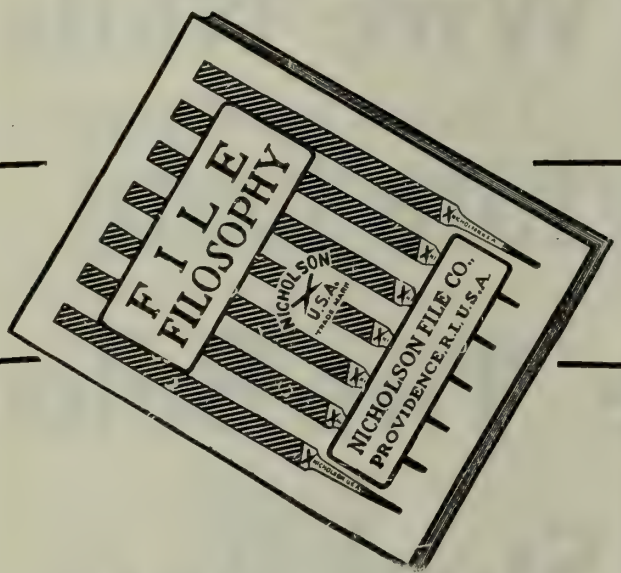


You Can Swing Big Trade On A Small Stock With "FILE FILOSOPHY" And OUR CATALOG

You can swing big file-trade on a very small stock of the "Famous Five":

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)



With swift shipments from our huge factory stocks, you can meet any quantity demand

With "File Filosophy," you can give expert advice on how to choose and use files.

With our Catalog, illustrating 600 different files, you can "talk business" to file-users in every line of trade.

And with our complete line of 4000 efficient patterns, you can control the bulk of the local file-business—just as we control 90 p.c. of the national file-trade.

Write for FREE copies of "File Filosophy" and our Catalog TO-DAY. They will give you new viewpoints on the file-business that should mean more net profit for YOU.

Use The Coupon!

NICHOLSON FILE CO.

Port Hope Jobbers Everywhere **Ontario**

Name.....

Address.....

Dept. 1







Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand — one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

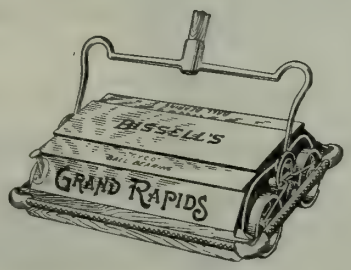


Your Jobber will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

BISSELL'S GENUINE CARPET SWEEPERS

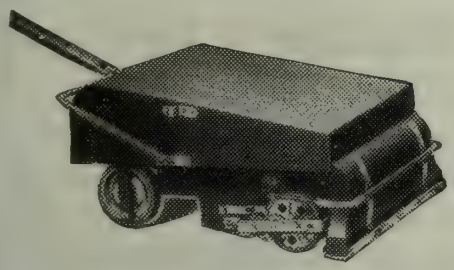


with Ball-Bearings
High-Grade Woodwork
Neatly Finished
Nickel - Plated or Japanned Trimmings



CAVALIER VACUUM CLEANERS

EAT THE DIRT. SWALLOW THE DUST. The lightest running hand cleaner to be had



CONSTRUCTION

Built of selected three-ply birch veneered wood throughout.
BELLOWS: Specially constructed to withstand the hardest use; displacing 40,000 cubic inches of air per minute.
NOZZLE: Overlapping twelve-inch suction nozzle, reaching into the corners and close to the wall.
VALVES: Arranged to give perfect action by means of high-tempered springs, tight fitting and assuring no loss of suction.
DUST BOX: Flexible; metal sides covered with canvas cloth; indestructible.
BALL BEARING: Special annular steel ball bearings, accounting for the ease of operation.
WHEELS: Made of cold pressed steel, extra heavy pure rubber tires.
BRUSH: Best Russian bristle, held in position by oil-tempered spring, self-adjustable to all naps of carpets, with double dust pans easy to clean.
TWO STEEL PINS: Insuring accurate adjustment of nozzle; exclusive feature.
STEEL SPRING CLAMPS: Holds the handle upright, so sweeper can be carried to any part of the house; a decided improvement over the old method.
FINISH: All wood parts beautifully finished in mahogany. Metal parts highly nickel-plated.

O-CEDAR MOPS AND POLISH

O-Cedar Mops now furnished with new type tops.

Small and large sizes in triangular shape.
Small and large sizes in regular round shape.
Prices within the reach of all.



O-CEDAR POLISH

In small and large bottles, and quart, ½ gallon, and gallon tins.

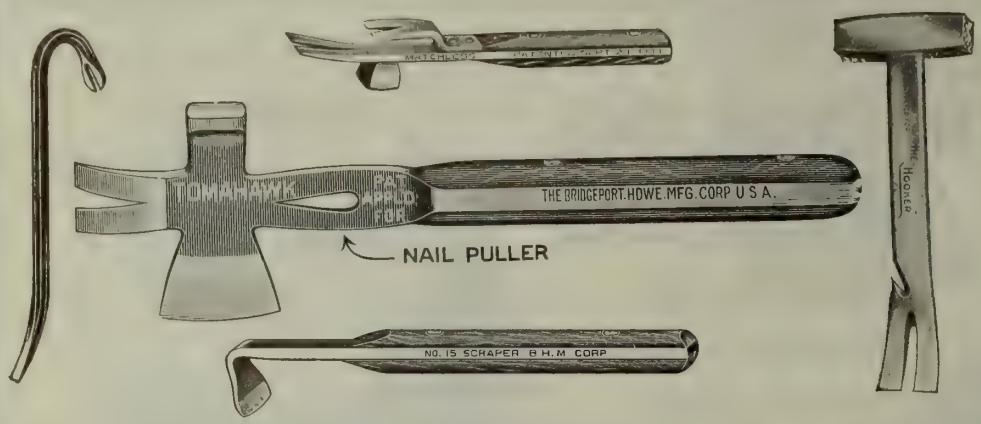
MEYERS PUTZ CREAM FOR BRASS
MEYERS SILVA PUTZ FOR PLATED WARE

WHOLESALE DISTRIBUTORS:

CAVERHILL, LEARMONT & COMPANY

Head Office and Warehouses:
MONTR EA

Branch:
1073 Hamilton St., VANCOUVER



CONSIDER THIS!

The

Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from

Get our Catalog and Prices

The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

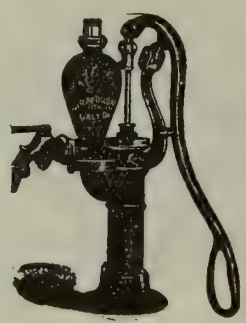
Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave.
Montreal

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.



The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA



High Quality TOOLS

that you'll find very profitable



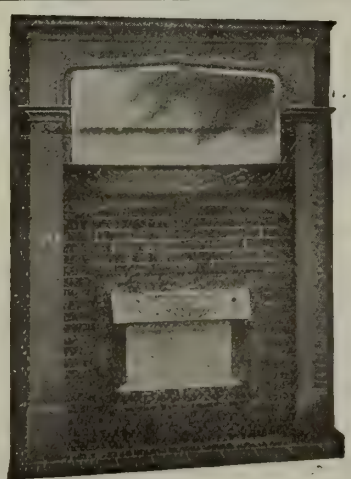


A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



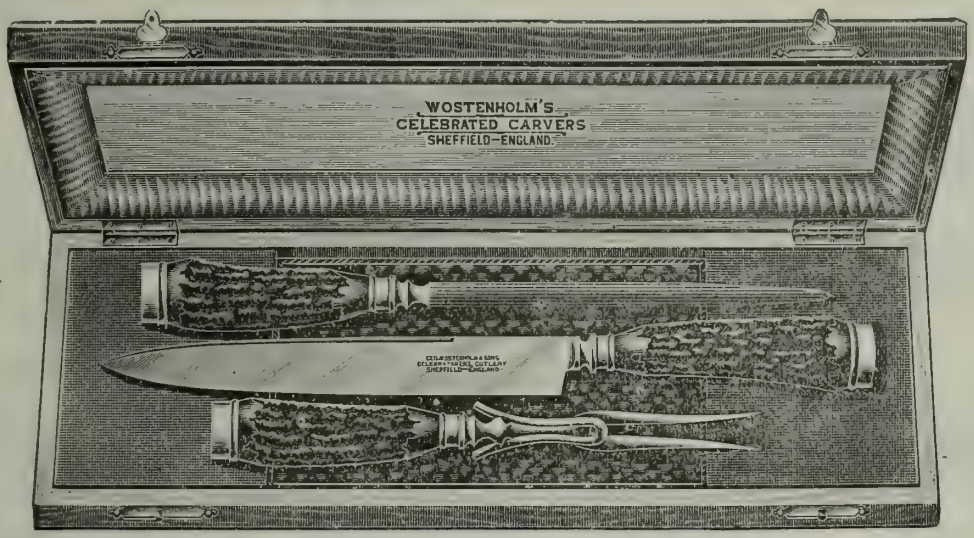
The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

CELEBRATED I·XL CARVERS

GEO. WOSTENHOLM & SON

SHEFFIELD ENGLAND

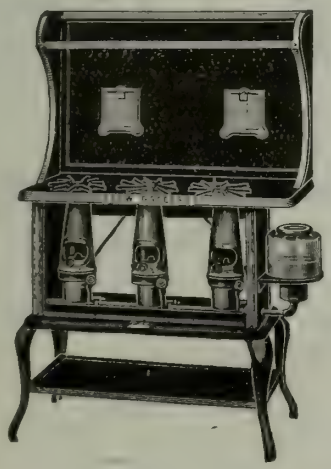
Greatest Range of Selection



Finest Quality and Finish

Stocked by all leading Jobbers

A. MACFARLANE & CO., Montreal, Canadian Representatives



New Process Blue Flame Oil Stoves

Can be supplied with or without back shelf.

These stoves are equipped with glass tanks which enable the operator to see the oil supply and refill immediately, when necessary.

They do the same amount of work as the other oil stoves, but consume about 50% less oil.

New Process Stoves only require about the same care and attention as given to an ordinary lamp, and are guaranteed as to their efficiency.

Standard Wickless Blue Flame Oil Stoves



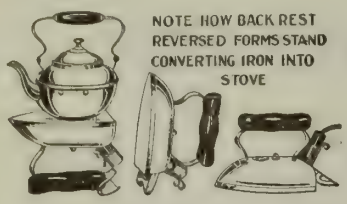
Simple and Easy to Operate—Produce a Smokeless, Blue Flame of intense heat.

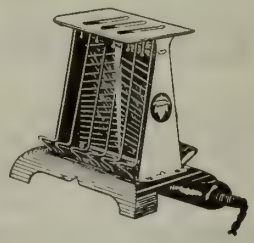
Three Sizes in Stock.

We can also supply ovens with or without glass fronts for use with these stoves.

The Thos. Davidson Mfg. Co., Limited

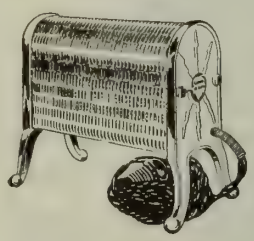
Toronto MONTREAL Winnipeg







Just another week to prepare for the



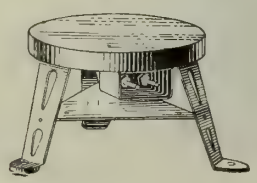
CANADIAN BEAUTY FORTNIGHT

April 26 - May 8

A Profit-Making Event Extraordinary



TWO WEEKS OF SPECIAL, UNPRECEDENTED PRICES IN ELECTRIC APPLIANCES OF THE HIGHEST QUALITY advertised in 25 leading Canadian Magazines and Newspapers (a publicity that is distributed from Halifax to Vancouver), is certain to create an enormous demand for all dealers with a Canadian Beauty window display.



SPECIAL DISCOUNTS TO DEALERS ON SIX APPLIANCES HERE ILLUSTRATED.

Do not delay—send your order now to ensure delivery before the 26th.

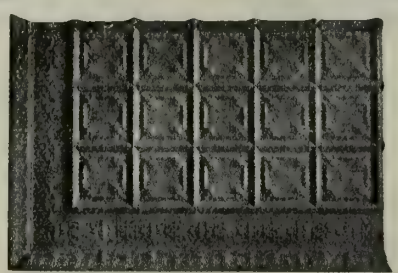
CANADIAN BEAUTY ELECTRIC HEATING APPLIANCES

RENFREW ELECTRIC MFG. CO., LIMITED

RENFREW, ONTARIO

Factory Representatives:—Irving Smith, 809 Unity Building, Montreal, Que. Frank E. Filer, 502 Keewayden Bldg., Winnipeg, Man. Houston, Carter & Co., Ltd., Edmonton, Alta. Houston, Tallman & Co., Ltd., Regina, Sask.

PEDLAR'S "PERFECT" PRODUCTS MADE IN CANADA



A Profitable Department

that should be introduced and featured by every hardware dealer is a metal ceiling department.

PEDLAR'S

"PERFECT" METAL CEILINGS

and side walls, for use in the interiors of any store or room, combine beauty and durability. They are fire-proof, rot-proof and vermin-proof, and are both quickly and easily laid.

Get after the business offering in your locality. You'll find the Pedlar Metal Ceiling business a genuine profit-producer.

We supply you with working plans to assist in erecting. Estimates cheerfully furnished.

Write for Booklet H.M. and full details.

MADE IN CANADA.

THE PEDLAR PEOPLE, Limited

Established 1861

Executive Office and Factories:

OSHAWA, ONTARIO

Branches—Montreal Ottawa Toronto London Winnipeg

Address Nearest Branch. 63-N

PRICE LISTS

Nos. 115 and 11

are now in the hands of

WESTERN CANADIAN HARDWAREMEN

Are you making full use of them to get your share of the

Sheet Metal Building Material Business?

Remember that this factory is the only complete Sheet Metal factory in Western Canada. It is devoted exclusively to the needs of Western Canada and is equipped to give you

Quality+Service=Satisfaction

Winnipeg Ceiling and Roofing Co. LIMITED

P. O. Box 3006 **Winnipeg, Man.**

CALGARY, ALTA. Sheet Metal Manfg. Co., Ltd.

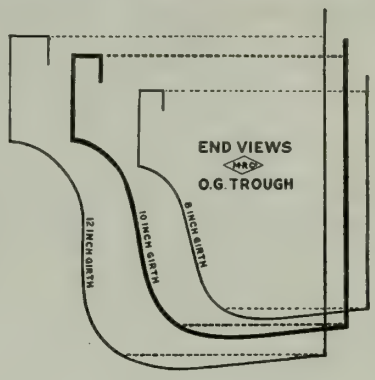
EDMONTON, ALTA. Edmonton Metal Works, Ltd.



Our Die-Stamped Trough

will save you money

No prick marks to solder up—no bad-fitting joints—every length *absolutely* identical—saves time and solder—correct shape—10-ft. lengths.



FULL LINE OF

Conductor Pipe—Elbows—Ridges, Etc.

Straight Pipe, True and Uniform, with tight, even seam.

SEND FOR ILLUSTRATED PRICE LIST, No. 42

THE METALLIC ROOFING COMPANY, LIMITED

TORONTO Manufacturers and WINNIPEG

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

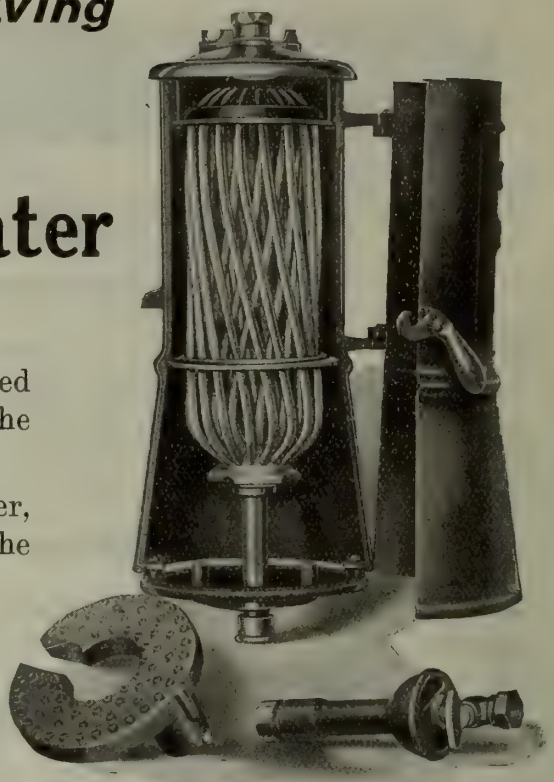
The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

Quick Hot Water at a Big Saving — of Gas —

One minute after the

Stack Gas Water Heater

is lit it gives hot water at the tap



This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

Easily sold. **Big Profit.**

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

BEARDMORE & CO. TORONTO & MONTREAL

A new moneymaker for Hardware Merchants



Star Brand

WEARPROOF

Soles AND Lifts

will suit your customers for repair work as nothing else has done.

The service they give will bring you a larger demand and profit.

Order from your jobber. If he cannot supply you with the Star Brand, accept no substitutes — write directly to us and we will fill your requirements quickly.

BEARDMORE & CO.

Toronto **TANNERS** **Montreal**

FLASHLIGHTS HAND LANTERNS



Incandescent Lamps and Electric Specialties.

Always the latest and best in electrical novelties.

Our new illustrated **Spring Catalogue** will be ready for distribution April 1st, showing many new additions to the Franco line.

Franco Products are sold through various distributors throughout the country to insure prompt deliveries.

Write for Booklet and Prices, and we will quote and name you distributor in your locality.

INTERSTATE ELECTRIC NOVELTY CO.

of Canada, Limited

220 King St. West, TORONTO, ONT.



Start a Gun Club—
It Means Dollars To You

Post a notice in your store to-day that you are forming a gun club, to shoot once a week on some vacant lot near your store and you will have every man and boy in town putting down their names as members.

It is not only good sport for your mid-week half holiday this summer, but it will boost your ammunition sales and bring more people to your store—this will increase your sales and profits in practically every line of goods you carry.

Write us to-day for fullest information—we will give you complete details and tell you just how to organize a gun club and build up sales.

Dominion Cartridge Company, Limited

120 St. James Street, Montreal



Speaks for Itself—

A Starrett Micrometer in a Plush-Lined Case

Ty Cobb values his glove and bat because of what he can do or has done with them. A musician values the instrument he plays because of his ability to make it produce melody. So also does a high-grade mechanic prize the instruments of his trade because they enable him to do fine work—to split hairs in measuring and to produce perfection in a machine part.

No tool is in more common use and none more highly regarded by machinists than the Starrett Micrometer. The most popular style is the No. 3—1″ micrometer with ratchet stop and lock nut.

There are many other types of Starrett micrometers for other purposes and it is safe to say that each style is in its class the recognized standard.

The fact that mechanics take so much pride in the possession of fine tools has made our *micrometer cases* very popular with them and consequently ready sellers for the dealer. This is because the case furnishes suitable protection for a highly prized instrument. The price of the leather-covered, velvet-lined case for ordinary sizes of micrometers is fifty cents. Price of 3″ micrometer $6.00.

Send for supply of catalogs No. 20-M.A. to distribute to Mechanics.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

The L. S. Starrett Co., Athol, Mass.

World's Greatest Toolmakers

NEW YORK LONDON 42-436 CHICAGO



MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

THE HERBERT MORRIS CRANE & HOIST COMPANY, LIMITED,

PETER STREET.

ASSOCIATED WITH
HERBERT MORRIS, LIMITED, ENGLAND.
ETABLISSEMENTS HERBERT MORRIS, FRANCE.
CABLES "COMORRIS, TORONTO."

Toronto, February 15, 1915.

Mr. Dealer:-

Now is the time to prepare for the return of good business in the Spring. Your customers are going to ask you for "Canadian-Built Chain-Blocks" and their faith in you will certainly be increased when you are able to give them promptly what they want.

And when they get their Morris chain-block home on the job, and they find how fast and yet how easily it takes up the load, their respect for you as a man who handles "good goods" will be more firmly established than ever before.

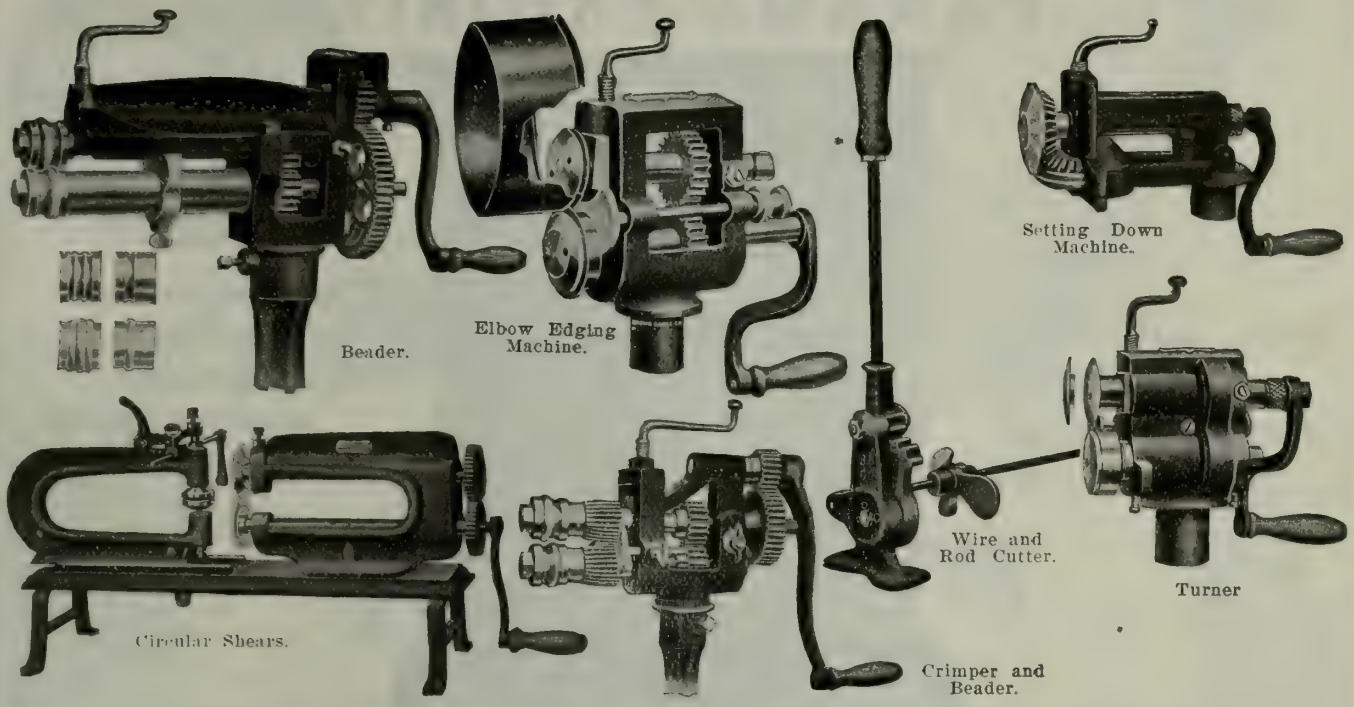
Yours truly,

The Herbert Morris Crane & Hoist Company, Limited.

Malcolm R. Meldrum.

MRM..RVH General Manager.

EVERYTHING-FOR-THE-TINSMITH



THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

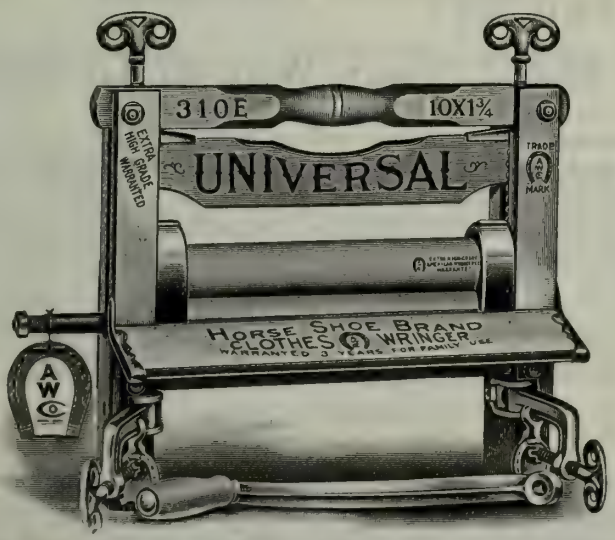
Western Representatives:—MESSRS. BISSETT & LOUCKS, Winnipeg and Edmonton

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED to give satisfaction.** **WARRANTED as to price**

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

WE ARE ILLUSTRATING BELOW OUR

PANAMA EXHIBIT



WILL YOU VISIT US AT SAN FRANCISCO?

LOCATION: BLOCK 26, AVENUE D, MANUFACTURERS BUILDING

SEND FOR CATALOG NO. 150

TRIMONT MFG. CO., 55-71 AMORY STREET **Roxbury (Boston), Mass.**

Mr. Dealer:

Hitch Your Wagon To This Star

You can make more money selling Toncan Metal rust-resisting Sheets and Products than on ordinary Sheet metal products, because——

TONCAN METAL MAKES FRIENDS AND PERMANENT CUSTOMERS;
TONCAN METAL MAKES YOUR CUSTOMERS ADVERTISE YOU.

Result —— more prestige —— more business —— more profit.

The Pedlar People Ltd., Oshawa, Ont., Canadian Distributors

The Stark Rolling Mill Co., Canton, Ohio, Manufacturers

TONCAN METAL

REMINGTON
UMC

"Heard 'Round the World"

Remington
UMC

In every land, the finest trophies of hunt and chase fall before Remington-UMC Arms and Ammunition.

One hundred years' experience is wrapped up in the Remington-UMC Line. Many real improvements in Ammunition and Arms were pioneered by this famous firm.

Sportsmen who "go the limit" for quality—

Sportsmen who must "count the cost"—

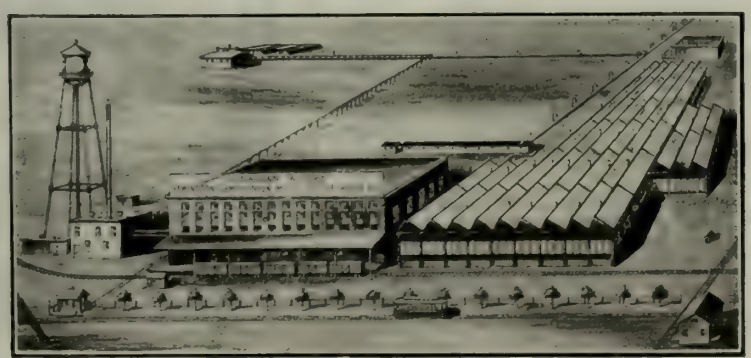
All stick to the Remington-UMC Line because it's the **best for their money** and the **best at any price.**

**You can't go wrong in stocking
the Sportsmen's Favourite Line.**

The Remington Arms-Union Metallic Cartridge Company

(Contractors to the British Imperial and Colonial Governments)

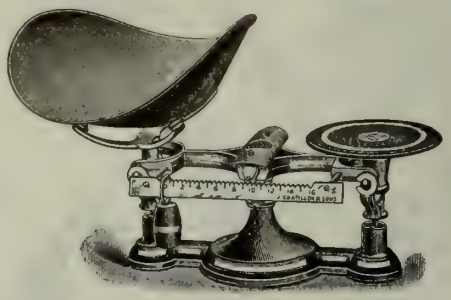
London, Eng. **WINDSOR, CANADA** **New York, U.S.A.**



Windsor Plant

Chatillon Scales are made in every style and capacity for every purpose. They ensure "**ACCURACY**"—one of the watchwords of Modern Business universally demanded. Secure the appreciation of your customers by selling

Chatillon Scales



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, O.K.-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

DO YOU REALIZE

That not far from your store are many families that do not own a



Washing Machine

or

Clothes Wringer

and many that do want a new and up-to-date machine.



You can make many sales by talking up and showing ARROW BRAND Wringers and IDEAL MOTOR Washers. THEY'RE KNOWN EVERYWHERE.

Cummer-Dowswell Limited

HAMILTON, CANADA

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.

HAMILTON

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited

Canada Wire & Iron Goods Co.
Hamilton Ont.

PEERLESS Ornamental Fencing

IT is easy to explain the merits of Peerless Ornamental Fencing to a prospective customer. There are so many things in its favor. First, it is really an ornamental fence; second, it is an economical, and at the same time, durable fence; third, it beautifies home surroundings and presents a splendid appearance. Gate and fence match well together. Then, too, there is money in it for you.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire. Peerless fence is easy to erect, and will hold its shape for years to come.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc; also ask about our farm fencing and gates.

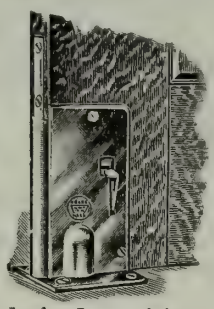
The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man., Hamilton, Ontario



CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

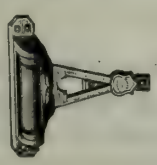
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



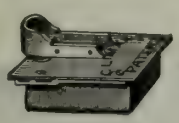
5753 IRON	
3 in	4/3
4 "	6/-
5 "	8/6
5754 BRASS	
3 in	6/9
4 "	10/-
5 "	14/-

per pair.

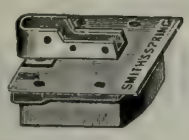


5355 IRON	
4 in	23/6
5 "	32/-
6 "	40/-
5356 BRASS	
4 in	40/-
5 "	53/-
6 "	65/-

per dozen.



2401 With 2 in. Shoe, 18/- each.



2860 With 2 in Shoe, 20/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.



TRADE MARBLE'S MARK

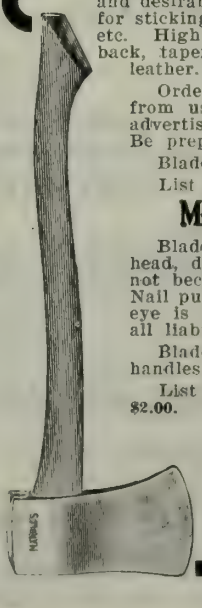
Woodcraft Hunting Knife

The biggest value ever offered in a hunting knife. Lists at only $1.50, yet has the shape, weight, quality and desirable features of $2.50 and $3.00 knives. Adapted for sticking, cleaning, skinning, slicing, chopping bone, etc. High-grade steel—4½-inch bevel blade, thick at back, tapering to a fine point. Handle of laminated leather. Absolutely guaranteed.

Order a quantity from your jobber, or direct from us, mentioning your jobber's name. We are advertising this knife extensively in the magazines. Be prepared to supply the demand.

Blade 4½ in.; handle 3¾ in.; weight 5 oz.

List price $1.50, including leather sheath.



MARBLE'S Camp Axe No. 10

Blade forged from solid tool steel. Tempered head, designed for driving stakes, spikes, etc; will not become battered even under continuous service. Nail puller has tempered jaws. Accurately machined eye is fitted perfectly by handle, thus eliminating all liability of the head working loose.

Blade 3¼ x 5¼ in.; Weight 28 oz. 16 or 20-inch handles of selected hickory.

List price: Without sheath, $1.50; with sheath, $2.00.

Liberal Discount to Dealers.
Ask your jobber, or write Marble.

MARBLE ARMS & MFG. COMPANY
5350 Delta Ave., Gladstone, Mich., U. S. A.


No. 72L.

"HENDRYX"

A Word for Quality

Japanned Cages

are unequalled in design, finish and low price.

The finish includes three coats of white enamel baked on and the colored stripings added.

Over 100 styles to select from contained in our complete catalog.

The Andrew B. Hendryx Co.

NEW HAVEN, CONN., U.S.A.


No. 015.

Galvanized Steel TANKS



Made in All Sizes Any Style

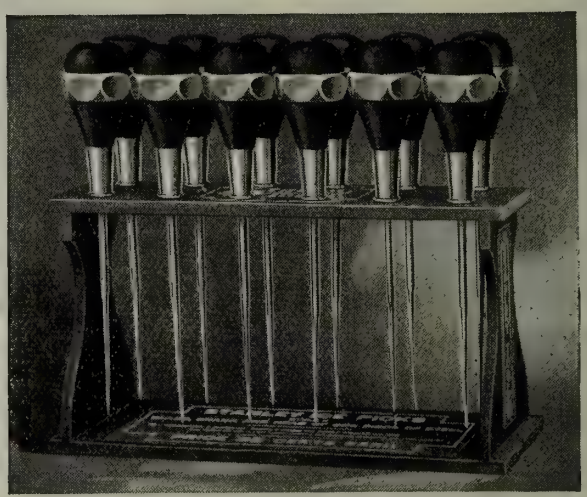
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THE PRISCO DINNER PAIL

SANITARY, CLASSY ECONOMICAL

MADE IN CANADA

No sharp corners—no raw edges—everything rounded to facilitate quick and perfect cleaning. **NOBODY LIKES SOGGY GRUB.** The tea compartment in Prisco Pails is at the top, so the food is not affected by the steam heat from the liquid, and remains dry and free from sogginess.



Extra large tea compartment, which locks securely to top of pail by spring action of the heavy tinned wire bail.



MADE IN CANADA



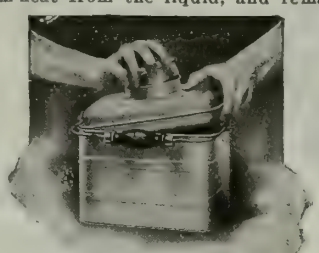
Pie tray with rounded corners and folding wire handles to facilitate removal—easily wiped clean, and no corners or crevices for food to lodge in and decay.

PRISCO PAILS.

Three sizes, Small, Medium and Large.

Nos.	100	200	250
Inches	8¼x5¼	9x6	9¾x6¾
Doz. in Carton	½	½	½
W't per Carton, lbs	11	12	14

There is nothing cheap about Prisco Pails but the price.



Smooth, retinned Seamless Cup, which fits snugly so liquid can't slop out of container, but does not bind, and is easily removed by a simple twist.

Varnished Wood Handles.

Body of Pail made of I. X. Tin Plate, in ONE PIECE, and reinforced with neat flat beads.



Large opening in tea container, with strong rigid collar, through which hand can easily be inserted to thoroughly clean every portion of the interior of tea compartment.

Edge of Pail heavily wired and very rigid. Ears riveted on. Both Pail and tea container are double seamed and then soldered, and are guaranteed leak proof.

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HAMILTON, CANADA

MADE IN CANADA

COLONIAL WIRE MFG. CO., LIMITED

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

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We ship while others are thinking about it.

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in extending our "SERVICE" facilities

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 17, 1915. No. 16

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Sell to Every Barn Owner In Your Community

"Cannon Ball" Barn Door Hangers

The name tells the story. The hired man can slam the door—if equipped with "Cannon Balls" it will go into place **like a shot**, but noiselessly and smoothly.

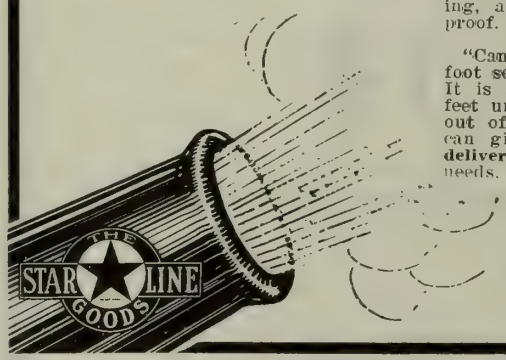
No jumping off the track with "Cannon Balls." No birds' nests clogging action. No operative troubles caused by weather, water or wear. Daily reliable service for years. Satisfied customers made by all sales of "Cannon Balls"—and **sizeable profits, real money you can count up big.**

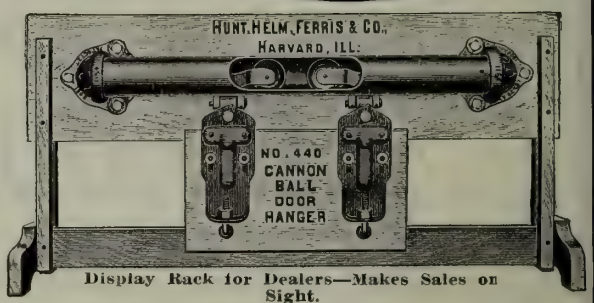
No. 440—With Lateral and Vertical Adjustments

Noiseless, tandem, flexible, frictionless. Long roller-bearings. Steel truss frames. Special steel wheels, wide tread, enclosed track. Instantly adjustable, laterally or vertically. Door can be raised or lowered, set away from or brought near to building, as desired. Water and bird-proof.

EASY TO STOCK.

"Cannon Ball" Track comes in 3-foot sections, 32 pieces to the crate. It is a simple matter to stock 96 feet under the counter, where it is out of the way. So supplied, you can give your customer **immediate delivery**—just as much track as he needs.





Display Rack for Dealers—Makes Sales on Sight.

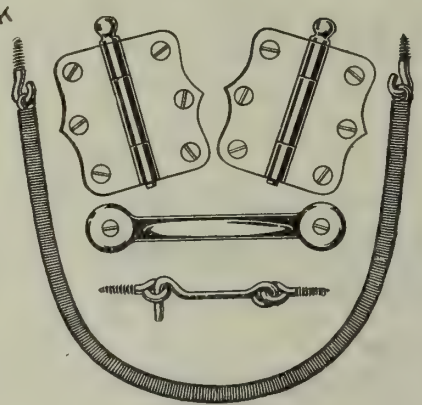
MACKENZIE BROS., Wholesale Hardware Specialties
WINNIPEG, MANITOBA

TRADE S.W. MARK

STANLEY

WROUGHT STEEL Screen Door Hardware

COMPLETE SETS IN CONVENIENT PACKAGES



Set No. 1750.

Set No. 1750 is made up of one pair of 3x3 ornamental, loose-pin butts to screw on the surface of the door; one five-inch wrought steel pull; one high-grade No. 3 spring, of much better quality than is usually used on screen doors; one gate hook and eye. Each set is packed securely in a neat, strong, telescope carton, with screws of the proper size and finish, ready to be handed to the customer.

These sets are finished in Japan, Antique Copper, Dull Brass, or the Rust-Proof "Stanley" Sherardized finish.

A less expensive set, No. 1752, is also put up with 2½x2½ butts, and a No. 2 Spring. It is made of good materials and is fully equal to other sets on the market.

Send in your order for Stanley Screen Hardware, and be prepared for Spring business. Write us, if your jobber cannot supply you. See page 1.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.
NEW YORK CHICAGO

HARDWARE AND METAL

Vol. XXVII. APRIL 17, 1915 No. 16

Showing Paint in the Window

Fine Weather Increases the Interest in Paints—The Clean-Up and Paint-Up Movement —The Part the Show Window Plays — Helps Supplied by the Manufacturers.

By HENRY LEWIS.

WITH the advent of fine weather there has been a noticeable increase in the demand for paints of various kinds. The good weather has also had a beneficial effect on the "clean-up and paint-up" movement throughout Canada, and there is every reason to believe that the movement this year will receive even more support than it did last year. Newspapers, boards of health, municipal governing bodies, and the public appear to be taking an interest in the various movements which have been inaugurated in many of our Canadian towns and cities.

One of the most pleasing features of the campaign this year is the interest that is being taken by the retail hardware merchants. Many attractive newspaper advertisements are being run by retail hardwaremen who are boosting the paint game this year.

Of course, there are some towns and cities where the movement has not met with much success, but a sufficient number of towns have taken up the movement to such an extent that the paint trade in general will be greatly benefited.

Newspaper editorial announcements, advertisements, circulars, etc., will help a great deal in boosting the clean-up and paint-up movement, but there is another form of publicity, which can be effectively used by the retailer, and that is the use of the show windows. What line have you, in your store, that can be used to better advantage in preparing an attractive window display than painting materials? The neatly labeled cans and the color cards in themselves can be arranged into a neat display, not to mention the many excellent selling helps and display cards, etc., supplied free by the leading manufacturers.

A good window display attracts the attention of passers-by, and often results in their entering the store to make enquiries or a purchase. By judicious use of the show windows, the public are kept



An exceptionally attractive and well-balanced paint window display by George H. Garrett, 1244 Gerrard street east, Toronto, showing how manufacturers helps have been used in the window. There is no evidence of crowding in this window.

informed regarding the goods carried in the store.

An attractive window display will often interest a prospect to such an extent that it makes him think he needs the goods on display. As the seasons change, the show windows are used to attract the attention of the public to the many lines of seasonable merchandise that have been selected for their use, comfort and convenience. In the spring paint season the window can be made to play a big part in pushing paint sales.

In the large departmental stores the show windows are given a high rating, as business bringers and competent staffs of window-dressers are employed for the purpose of arranging attractive and sale-producing window displays. The displays are changed at regular intervals and considerable time and money are expended in obtaining display fixtures and other appliances that will assist in showing their merchandise in a manner that will attract the attention of the passers-by. There are many people who make a visit at least once a week to the windows of many of the large stores, knowing that they will see each time a new and well arranged display. The public soon lose interest in the show windows of a store if they find that the displays are not changed regularly and are allowed to become stale.

Wonderful changes have taken place along this line during the past few years, and in many places we find up-to-date store fronts where a few years ago very little attention was paid to window displays. This latter assertion applies particularly to the hardware business. It was not an uncommon sight a few years ago, especially in the small cities and towns, to see a window display go unchanged for several weeks, with the result that the goods became disarranged and dirty. The labels on the cans or packages were often faded out, and did not at all resemble their former appearance as far as color was concerned. Unseasonable goods were often displayed. Windows were often covered with circus posters or show bills, and in many cases paint was lacking.

You find now that stores of this kind are the exception rather than the rule, and that hardware merchants in many places are beginning to realize more than ever, the true value of their show windows, and are making splendid use of them.

Some of the best and most practical and attractive displays in the business sections of our towns and cities are found in the store windows belonging to hardware merchants.

Why not make your store window work overtime during the paint selling season this spring?

High Linseed Oil for Year or More

Fluctuations in Oil Expected During the Next Few Months, But a High Level of Prices Will Generally be Maintained—Scarcity of Flax Seed.

THIS, in the opinion of those closely connected with the linseed crushing mills, is what hardware dealers must expect. The decline in prices which came two or three weeks ago was almost inexplicable. During the coming months there will probably be other similar declines, but the impression of close students is that such dips will be only temporary, and that a high level of prices will generally be maintained.

Why of the High Prices.

Dealers may wonder as to the cause. Is it because of the scarcity of flax seed? Is it owing to market manipulation? Apparently nothing of this nature has brought about the present high prices, nor is it these things which it is expected will keep linseed selling at a high figure. This is simply a case of a manufacturer having one source of income largely cut off, and therefore having to get a little larger income from his remaining sourse.

Oil Cake Market Killed.

Hardwaremen will realize that an important part of the profit made from crushing flax seed comes from the oil cake. This by-product of the linseed oil has formerly been shipped largely to Belgium and to Holland. At the start of the war the demand from Belgium was of course cut off, but unexpectedly very heavy orders were received from Holland and very high prices for oil cake were given, as was reported in an article on linseed oil in the Jan. 30th issue of Hardware and Metal. This heavier ordering from Holland has now ceased, though probably not because the Hollanders do not want the cake.

The heavy demand from Holland, it is now believed, was partially the result of German orders being filled through Holland. Because of this oil cake has been declared contraband, and producers state that shipping companies are refusing to carry it. Hence the Holland market—at first more profitable than usual—is now as broken as the market of devastated Belgium.

With the great European markets closed, all the oil cake made by Canadian and United States crushers is left here. It is true that the demand for cake has increased locally in the last few years, but this increase is not at all in proportion to the increased supply which is thrown upon the American market.

Ten Tons a Day in Winnipeg.

How rapidly oil cake piles up when the ordinary channels for its disposal are affected may be understood when it is stated that Winnipeg crushers alone turn out 10 tons of cake a day. It was the regular custom to ship about 100 tons monthly to both Belgium and Holland. Now, as has been stated, no cake whatever is going to these countries.

Last year the United States shipped 165,000 tons to Belgium alone. This year only 500 tons have been sent to that market, and if the war continues practically none will go there next year.

Because of this situation the belief is that oil must remain at higher prices. The demand for the by-product has fallen off. It is possible, of course, to store the oil cake, but there is little advantage in this. The demand for this feed—when it returns—cannot possibly be large enough to use up the extra supply. As far as Belgium is concerned, there will be many less cattle and a naturally much reduced consumption. There cannot, moreover, be a stopping of the production of oil cake until the supplies become used up. While the linseed is being crushed the cake can be made almost as easily as not.

Formerly Asset, Now Liability.

It will be seen that not only is the revenue formerly derived from the oil cake cut off, but that there is actually an increase in the overhead expense in linseed mills. Oil cake used to be moved regularly, and required only a little handling. Now it must be stored—requires a good deal of room—thus raising cost of doing business.

The hope in the situation is that a new market for oil cake may be found. England at present is taking considerable of this cake, but not sufficient to in any way reduce the local over-stocks. China is being considered as a possible market. Inquiry though is only under way, and it will at best be some time before anything can be disposed of there. It does at present look as if the profit to the crushers will have to come from the sale of linseed oil—that they can depend little or nothing upon the oil cake to yield a revenue. If this is so, the oil alone will have to yield practically as much as the oil plus the cake have yielded in the past. Hence the expectations of high prices.

Mail Order Houses Save Money

And the Post Office Loses—Catalogues Sent by Freight to Post Offices Outside the 20-Mile Zone and Mailed From There at Low Rate — What Local Papers Say.

DOES the trade generally appreciate the fact that the big mail order houses are saving a large sum of money annually in sending their catalogues by freight and parcel post? Not only that, but the 20-mile zone limit is not having the effect of benefiting the merchants throughout the country—in so far as catalogues are concerned—that merchants anticipated when the new regulations came into effect.

The reason is this. Catalogues not being first-class mail matter may be sent by express or freight to any town or city in the country and mailed from there to their respective destinations. This gives the big mail order houses a fine opportunity to save a lot of money at the expense of local merchants. Catalogues are being sent out by freight to post-offices in different parts of the country and mailed from there to individuals living within the twenty-mile zone. With the exception of the cost of chartering a freight car, this method gets over the 20-mile zone restriction that was placed in the regulations to help out the cause of the local retail dealer.

Apart from the fact that the retail merchants of the country have to suffer from parcel post system, how about the work that is put up to postmasters in places where these catalogues are sent for distribution within the 20-mile zone? The accompanying cartoon represents a car of catalogues being unloaded at a small station. The representative of the distant house is enthusiastic over the great saving his concern is making; but the poor local postmaster sees nothing but an immense amount of work for himself and small staff and no extra revenue.

At the same time, the railways are making some money from this method of distribution, while the post office department and the country is losing. Retail associations take the stand that parcel post should pay for itself, and rightly too. The mail order houses are certainly reaping the greatest benefit from it and if it is not paying its way, it simply means that the Government has to use other people's money to meet the deficiency—and those "other people" include retail merchants who are the competitors of the mail order concerns.

This entire matter might be an interesting one to discuss at association conventions this year.

During the past few weeks thousands of mail order catalogues have been distributed throughout the rural districts in Canada and it is claimed by those in close touch with the situation that the mail order department of one of our largest merchandising concerns is by long odds the busiest department of all at the present time.

Reports are constantly coming in from retail hardware merchants who state that they are forced to cut many prices on their goods in order to meet mail order competition and that in selling at the mail order prices, the retailer makes little or no profit on his goods. Mail order houses always have leaders and it appears as though the retail trade must be prepared to meet the competition of these leaders in order to hold the trade at home.

Now is the time to fight the mail order houses. United effort on the part of the retail trade will work wonders in offsetting mail order competition. Local newspapers in many parts of the country are coming to the assistance of the retailers by running editorial notices, urging loyalty to the home community. The following notice from a small town paper is typical of many of the notices which are appearing in many newspapers in the smaller towns and cities:

The post offices have been flooded with price lists and catalogues sent from various houses. These houses send to you cheap, flashy catalogues, quoting, presumably, low-priced goods. They solicit your business, offer you, according to the catalogues, great bargains; but how many times have you been disappointed in these cheap mail order purchases? How many times have goods been of poorer quality than the goods you buy at home for the same prices?

Your local dealer advertises in the local paper; does the mail order house patronize the paper that you receive?

Who puts up the money for improvements, the merchant or the mail order house? The merchant puts up the money, and the mail order house only sends more of its cheap catalogues into the merchant's territory to draw away his trade.

The local dealer is always foremost when it comes to the improvement of your community. How many times have you gone to your local dealer when you wanted to improve or beautify your town? Did you ever write to a mail order house for donations towards improvements?

The merchant pays taxes in your district to help defray expenses and thus lightens the burden on your shoulders. The mail order house pays taxes in a community hundreds of miles away



TAKING ADVANTAGE OF PARCEL POST.

(Continued on page 35.)

How Hardware Goods Are Made

Third of a Series Showing How Hardware Goods are Made and Sold—Representative of Hardware and Metal Pays a Visit to a Bolt Plant and Describes the Manufacturing Process of Bolts and Nuts.

IN this article is presented to the readers of Hardware and Metal another article of the series, "How Hardware Goods are Made." The last article described the manufacture of silver plated ware. This article treats the manufacture of bolts and describes the operations through which the bolt passes, from the steel rod to the packing room.

First let us observe one or two bolt facts. Carriage bolts, machine bolts and coach screws are measured from under the head to the end. Tire and sleigh-shoe bolts are measured over all.

There are two kinds of tire bolts—the fluted and the plain. The flute grips the wood better. Those with flutes are made only up to ⅜ x 3 inches, while the plain are made in all sizes. Like sleigh-shoe bolts, they are countersunk.

Carriage bolts have a square neck, and a button head. Coach screws (sometimes called lag screws) are usually made with gimlet points.

Machine bolts are made with a square head. A square machine bolt means a square head and square nut, and a hex. machine bolt means a hex. head and hex. nut. There are also bolts with square head and hex. nut, which must be specified when ordered.

All sizes up to ⅜ by 6 inches of carriage bolts, machine bolts, tire bolts, sleigh-shoe bolts and coach screws, are made cold, that is, they are cut from stock and headed without first being heated. Larger sizes must be heated at the end before they are headed.

Let us, first, consider the manufacture of the smaller sizes, i.e., those which are made from cold stock. They are made from rods which have been drawn in the wire mill to the thickness of the bolt required. The rods are fed from a coil into a heading machine, which we will not stop to describe in detail. What the machine does concerns us more than how it does it. In the case of a carriage bolt, the machine is set so as to cut the correct length, and at the same time to give the button head and the square neck. This is done so quickly that the bolts fall in a constant stream into the pan below.

This operation has the effect of hardening the steel, and unless specially treated the bolts would be unfit for use. The process through which they now pass is known as annealing, and applies only to bolts made cold. Before going to the annealing furnace, the rough edges are removed by an operation known as rumbling. The bolts are placed in a large iron barrel, called a rumbler, which is revolved by machinery. By thus shaking them together they are made smooth and clean.

After leaving the annealing furnace, the bolts are removed to machines to be pointed a simple operation, which consists of rounding the bottom end. This is done with remarkable rapidity by girls.

Threading the Bolt.

The average bolt is now ready for its thread, but the machine bolt requires to have the button head, which it now possesses, converted into a square or hexagon head, according to requirements. Automatic machines perform this operation at great speed. This is called "trimming" the bolt.

There are two ways of threading bolts by machinery. First there is the roll thread, which is made by running the bolt between two long dies. Some idea of this operation can be obtained by rolling a lead pencil between the palms of your hands. If there were dies on your hands, a mark would be made on the pencil similar to that on the bolt. These machines go at great speed, and are fed by girls. The plant of the Steel Company of Canada, Montreal, and in most Canadian factories, the U.S. standard thread is used entirely.

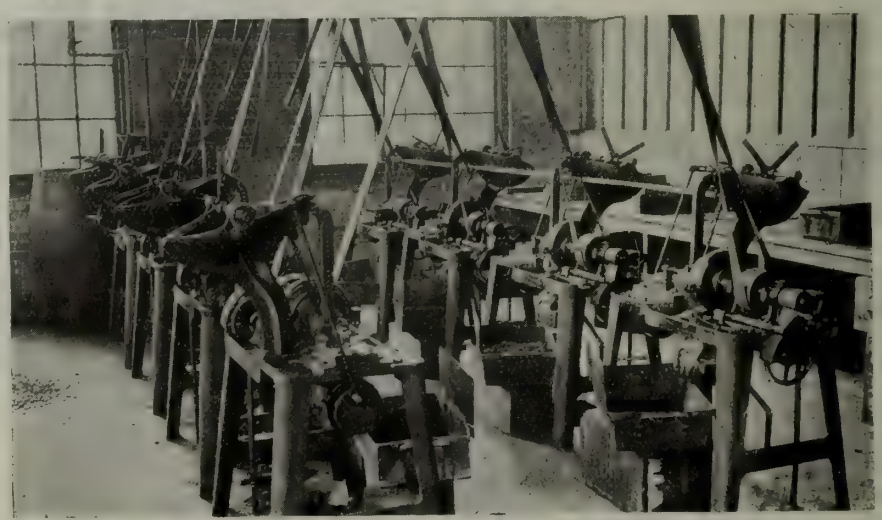
Work is not turned out so quickly on the second type of machine, but the work is done more efficiently. The second way is used more when threading larger sizes, as in this case the cuttings escape, whereas by the other method the metal is forced into the shank. The bolt passes through four dies, just as in the ordinary stocks and dies, the space between the dies permitting the cuttings to escape. The bolt which is stationary, is forced through the revolving dies by a lever. When the lever is withdrawn the dies are released, and the bolt drops into a pan. In both cases, a solution is poured continuously on the bolt as it is being threaded. This prevents the dies from burning and the solution is one that will not permit the steel to rust. The thread on a coach screw is made by dies as described above.

Prepared for Packing.

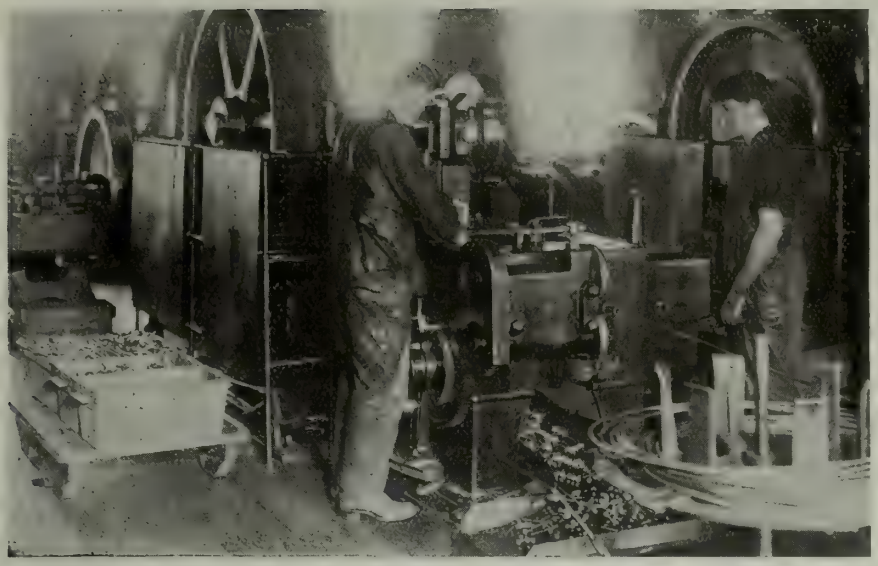
Before being packed, it is necessary to wash them. For this operation, they are packed in perforated buckets, and passed through tanks containing a hot solution of soda and soap. They stay in there for a few minutes until the oil has been washed away.

From the wash room, they are transferred to the packing room, and dumped on benches. First, each bolt is tested to see that it goes on the nut smoothly. Should a bolt not fit the nut, it shows there is something wrong with the threading, and the bolts are rejected.

After this inspection they are arranged in neat piles, wrapped in double paper and tied with twine. The packages are labelled, and on the label in bold figures are the quantity, diameter and length. Now they are sent to the



Tapping Nuts—They pass from the hoppers to the taps below.



Showing the rod being fed into a bolt making machine.

stock room ready to be shipped when ordered by the wholesale houses.

Larger Sizes.

Up to this point we have watched the manufacture of sizes up to ½ x 6 inches, no mention being made of larger sizes, which are made from stock which has been heated. This work is done in a separate department. In the plant of the Steel Co. of Canada, the whole length of one side of the building is occupied by furnaces and headers. They are arranged, so that the furnace man, as soon as the heads are hot, can easily pass them over to the man on the header. The stock is brought into the building on trucks, the bars being from 10 to 14 feet long. They first go through the shears, which cut them into desired lengths, a certain amount being allowed for making the head. These pieces are then moved in wheel barrows to the furnace, in which they are placed a sufficient distance to allow the heads to become red hot. The furnaceman knows by experience just how hot the end should be. An oil fire and blast is used in the furnace.

The headers perform more operations than in the case of those working on cold stock. It is easier to do this work when the steel is hot. The head is made complete. All bolts are rumbled when they require to be galvanized, as for galvanizing it is necessary to remove all scale from the bolt. While the actual operations on large size bolts are less, the cost of making them is higher because of the furnace, and being heavier, they cost more to handle. No annealing is required for large size bolts. After the head is made, they are moved to another department to be threaded.

Making the Nuts.

Just the same as in the case of bolts, nuts are made cold up to a certain size, and hot any size. They are made from nut steel, the shape of which is the same as the nut required. Large sizes are made very similar to large size bolts. There is a long line of furnaces with the same number of nut machines. The rods are heated to a certain temperature, and are then fed into the machine, which cuts them, crowns them, and punches the hole. When they are cool, they are sent first to the burring machine, and then to a rumbler to have the sharp edges removed. Small nuts are made cold from nut steel, which is fed into the machine from a coil.

There has been a remarkable advance in the manufacture of machinery for tapping nuts in the past few years. Until a short time ago, the spindle of the tap entered the nut, and was then withdrawn. Then a machine was made which allowed the nuts to pass up the spindle until the spindle was full, when they were emptied into a box, the spindle placed back, and the machine set in motion again. A machine of more recent invention allows the nuts to pass along the tap and to fall off at the other end. In this case the spindle revolves horizontally.

After being washed, the nuts are ready for the bolts, and are removed to the packing room.



Making large size nuts. The hot bar being forced into the nut-making machine.

WHERE MAIL ORDER HOUSES SAVE MONEYY.

(Continued from page 33.)

from where you live and you receive no benefit. Trade at home. Read the ads. in this issue, and see who helps support the paper you are reading.

Mr. Retailer, advertise in and assist your local newspaper. If the paper is a good one you will get returns that will repay you many times over and you will also get the co-operation of the local publisher. Your united action can do a great deal to kill the mail order bug in your district.

OPERATING 90% CAPACITY.

Cleveland, Ohio, April 15.—The Iron Trade Review to-day says:—Wire mills are now operating at about 90 per cent. of capacity. Tinplate mills are also very active, and there is improvement in other lines. In spite of some shading on desirable business, prices are being pretty generally maintained on finished materials.

Inquiry for machine tools does not show as much business, due to the European war, but domestic demand is slowly improving, and a very encouraging feature has been the appearance of a list of machine tools to be purchased by the Burlington Railroad, containing the largest list of tools which has come from any western railroad in many months. Pittsburgh machinery manufacturers are in a more cheerful frame of mind.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 17, 1915 No. 16

PAINT-UP, Clean-Up and Swat the Fly.

* * *

THE INCREASING industrial use of wood alcohol has created conditions of carelessness in the handling of it. Wood alcohol is an active poison, and all bottles, cans or other containers of this liquid should be plainly and conspicuously marked "Poison" in compliance with the law.

* * *

COURTESY IS AN investment that requires no cash outlay, but pays wonderfully big dividends. Courtesy is to your personality what service is to business—the one little thing that makes big things possible. No business can be built on a solid foundation where the keystone of courteous service is lacking. That is a known law no well-founded business house wilfully neglects. It is a law you personally cannot ignore and hope to advance far toward prosperity.

* * *

A LIVE WIRE is a man always looking ahead, and doing things that count. Of course, it is needless to say that someone has to do the routine work; of course they have, but the idea is for you to study out an easier and better way for that routine work to be done, and put that idea into practice, and ere long you will rise from the mediocre class, and attain things worth while.

The Tax on Cheques, Etc.

IN last week's issue of Hardware and Metal we announced that the war taxes not already in effect would be become effective on April 15 and that wherever possible, stamps on which the words "War Tax" have been printed should be used for prepayment of the war tax, but should ordinary postage stamps be used for this purpose they would be accepted. Further information has been given out this week by the Postal Department to the effect that if "War Tax" stamps are not available postage stamps may be used for the prepayment of war duties on bank cheques, bills of exchange, promissory notes, express money orders, proprietary or patent medicines, etc., as well as upon postal notes and post office money orders. The notice from the postal department reads as follows:—

"The Post Office Department, Ottawa, Canada, having given notice a week or two ago, in connection with the War Revenue Act, that all letters and postcards mailed in Canada for delivery in Canada, the United States or Mexico, and letters mailed in Canada for delivery in the United Kingdom and British possessions generally, or wherever the two-cent rate applied, should, in addition to ordinary postage, carry a one-cent stamp as a war tax, and also having notified the public that such war tax, while it should be paid preferably by the postage stamp marked "War Tax," could, if such stamp were not available, be paid by an ordinary one-cent postage stamp, is now issuing further notice to the effect that postage stamps may be used for the prepayment of war duties on bank cheques, bills of exchange, promissory notes, express money orders, proprietary or patent medicines, perfumery, wines or champagne, as well as upon letters and postcards, postal notes and post-office money orders, the intention being to provide facilities in those portions of the country where excise stamps are not readily available. This in view of the fact that postage stamps may be obtained at all points over the whole country, in many places where there is no Collector of Inland Revenue and no Inland Revenue stamps could be obtained, is a distinct convenience to the public, and, no doubt, will be largely taken advantage of.

The stamp on cheques, drafts, etc., must be affixed by the issuer—in the case of a cheque by the person who draws it; in the case of a draft or money order, etc., by the issuing bank. Stamps on promissory notes or bills of exchange lodged with or transferred to the bank must be affixed by the person lodging the item. Stamps on such items must be cancelled by the bank which pays or receives the item. Stamps on bank drafts and bank money orders are to be cancelled by the paying bank.

The bank has no authority to affix the stamp to a cheque, promissory note or bill of exchange for a customer, but may sell stamps for this purpose.

A penalty of $50 is provided for the person who issues a cheque or signs a savings bank receipt without affixing a stamp, and of $100 for the bank which issues any item which should be stamped without a stamp, or does not cancel the stamp on cheques, receipts for money, bills of exchange or promissory notes, etc., when paying them.

A cheque must be cancelled at or before the time of payment; a bill or promissory note at the time the bill or note is transferred or delivered to the bank.

Profit Sharing Coupons.

THE announcement made recently by Marshall Field & Co., to the effect that all merchandise involving the distribution of profit-sharing coupons would be dropped from their retail and wholesale business, has aroused considerable interest

not only among large concerns in the United States but also in Canada. The coupon plan has been worked on a large scale in the United States, and during the past few years has made considerable progress in Canada. While there are differences of opinion on the subject, there are a number of large firms which take the stand that the system of profit-sharing through the medium of coupons is misleading to consumers and destructive to honest competition among retail merchants. The announcement by the Marshall Field Co. reads as follows:

"The wholesale and retail buying organization of Marshall Field & Co. has been in the building for fifty years.

"It has been trained to study the many intricate phases of merchandising to the end that the buying public could obtain the highest degree of service in the merchandise purchased.

Profit sharing coupons packed with merchandise do not in any way add to the value of such merchandise.

"We have, therefore, decided that our retail and wholesale business will not carry any merchandise that would involve us in the distribution of profit sharing coupons, as the principle would be contrary to the long established policies and ideals that have built up our institution.

"We recommend that every retail merchant give serious consideration to the question of taking action along similar lines, as we believe that it will be to the interest of better merchandising."

Another large firm which approves of the action of Marshall Field & Co. sells certain articles in which coupons have been enclosed by the manufacturers but only after extracting the coupons. This firm is opposed to profit sharing coupon schemes, or any other promise to give something for nothing. Some firms after removing the coupons sell the goods at a reduction in price said to be more than sufficient to make up to customers the possible loss at not receiving coupons. Some merchants are of the opinion that profit sharing coupon schemes as a rule sooner or later make themselves felt upon the retailer and result in narrowing the profit of the retail distributor. It is true that some profit sharing schemes secure a certain amount of trade but there are so many other influences that it is just a question whether or not the retailer or consumer really benefits by schemes of this kind. The results of the action of the large firms will be watched with considerable interest.

Toys for Christmas.

HARDWAREMEN who handle toys—and a great many retail hardware firms now include toys in their stock of Christmas goods will follow closely the developments in the toy industry. Before last August Germany was the acknowledged headquarters for novelties and for the majority of the more staple lines of toys and fancy articles. Many buyers visited Germany each year at the time of the Leipsic toy fair held on the 1st of March. This important trade has absolutely ceased as far as Germany is concerned.

Though many lines are absent and cannot be procured there is a very representative toy line that is full of interest and novelty presented for the coming season. It is a big order to expect the manufacturer to produce a creditable line that shall take the place of an old established one almost over night as it were, but this is just what has been done by the Canadian, the British and the American manufacturer. Toy making is, broadly speaking, quite a new industry in Canada, but considering the fact that this is the first serious venture into this new line, tremendous strides have been made in a very short period of time in domestic toy construction, and it is to be reasonably expected that a very big business will be done. Another reason why Canadian toys will score is because prices are very reasonable. Money is being carefully spent at present, and the price of Canadian toys will be a big factor in helping sales.

Do Your Building Now.

ONE of the largest building contractors in Canada is responsible for the statement that the cost of building materials and the labor required have declined from 20 to 30 per cent. during the past eight months. This is an abnormal condition but one of which the merchant should prepare to take advantage. There are many businesses in Canada that are cramped for space; whose chief lack in the past has been a larger dwelling space with better facilities for stocking and particularly the display of goods. The proprietors, equipped with the sagacity and acumen that has created a steady expansion in their trade, should be in a position to know whether an extension of their premises in the near future is warranted; whether in fact, it would not have been pushed through already had not war intervened. For such immediate action would exert far-reaching benefits; it would be a powerful element of helpful publicity for themselves by the contrast to the opposing policy of contraction; there would be a saving in cost that would permanently reduce their overhead charges; needed employment would be provided and public confidence be stimulated.

Many retail hardware merchants, contractors and handlers of builders' supplies have started a slogan, Do Your Building Now, with very substantial figures to offer as an inducement.

Local Merchants Versus M. O. H.

FROM all parts of Ontario come complaints of the mail order houses gobbling the business that ought by rights to go to the local merchants, and in most cases the local merchants are to blame to some extent at least, states an Ontario weekly paper. The mail order houses have the science of advertising down fine and are not afraid of spending money on printer's ink. When the local merchant thinks to save a few dollars by dropping his advertisement out of the local paper that is the time the mail order houses get in their fine work with "bargains" for last-day shoppers.

During dull times the local merchants cut their space down or drop their ads., but not so with mail order houses, they flood the mails with catalogues, offering alleged bargains to clear off surplus stocks, and they double up on advertising and the highly paid ad.-writers eclipse their former efforts to catch the nimble dollar. It is a case of making the public think they are getting something for nothing and that seems just the thing bargain-hunters feed upon and so they send their orders to the city often in the mistaken idea that they have saved some money.

Show Card Suggestions

Lawn Mowers

THAT CUT,
AND CUT RIGHT

$4 to $15

Lawn Rakes	50c each
Hose	15c foot
Lawn Shears	25—50c pr.
Lawn Fencing	10—20c ft.
Lawn Seed	30c lb.
Hedge Shears	85c—$1.25

Paint Preserves Property

Good Paint is an investment, not an expense. **We sell Good Paint.**

Housecleaning Supplies

For the busy housewife are sold here.

Ask to see the Labor-saving Appliances.

SCREEN DOORS

Handsome, and Substantially Constructed

90c. to $3

War Orders Filled Here

We sell the implements of destruction used in eliminating dust and dirt. Ask to see our Vacuum Cleaners.

Spraying as Usual

Get our prices on sprayers and spraying materials

A Nicely Painted House

looks better, lasts longer, and is more valuable than one that needs painting.

Does Your House Need Painting?

USES MAIL ADVERTISING.

The J. C. Wanless hardware store at Chatham, Ontario, takes advantage of every opportunity offered for advertising. Not merely is newspaper space used to good advantage and helped out by frequently changed and attractive window displays, but the mails are used extensively in a steady business-getting campaign.

For instance, the mailing of the monthly statements of account sent out to credit customers represents an outlay of one cent each for postage—or, with the new war tax added, two cents. The firm, however, make a practice of enclosing with each statement some advertising literature regarding goods handled in the Wanless store. For instance, the statements sent out early in April contained literature regarding house painting and prepared roofing, both timely lines.

For this purpose, the smaller sized manufacturers' booklets are used, which will fit neatly into the ordinary envelope and are not heavy enough to require double postage. This is a systematic and successful method of getting advertising literature into the hands of prospective purchasers; and that without an added cent of expense.

In addition, the Wanless firm has a mailing list to which literature is sent every month. Formerly, calendar post cards were used; but the last few months calendar blotters have been sent out. The blotter contains on the reverse side a small calendar for the current month, an art reproduction, and some timely printed matter.

HARDWARE LETTER BOX



Syrup Hydrometers.

W. F. Mickus, Preston, Ont.—Kindly advise us where we may be able to purchase syrup hydrometers.

National Drug & Chemical Co., Ltd., Toronto, Ont.; Lyman Bros. Co., Ltd., Toronto, Ont.; Parke, Davis & Co., Walkerville, Ont.; Chas. Potter, 191 Yonge street, Toronto, Ont.; Taylor Instrument Co. (Rochester), branch office Toronto; Harrison & Co., Metcalfe street, Montreal.—Editor.

* * *

Street Sprinklers.

Summer Co., Moncton, N.B.—Will you kindly give us the names of manufacturers of street sprinklers in Canada.

Smith Bros., Toronto, Ont.; Steel Trough & Machine Co., Ltd., Tweed, Ont.; Wm. Heaman, London, Ont.—Editor.

What Hardwaremen Say in Their Ads.

You Don't Have to Be a Painter to Use —— Paint. The handy man about the house makes dollars with his paint brush and a can of ——— paint. It is the best money can buy, and it costs you no more than the ordinary cheap paint. Paint that is good paint is not an expense—it is an investment. You don't have to worry about what kind of paint to buy—we have done all that for you by stocking the famous —— —— paint, the best paint on the market to-day. Price per gallon for white and ordinary colors $2.30; price for high colors $2.60 per gallon.—The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.

Mr. Automobile Owner—How About Your Tires and Accessories? This is an important question particularly at this season. Car owners are busy having machines overhauled and naturally the question arises—and it is an important one too—concerning the kind of tires to be used this summer and the extra accessories to be added for the providing of comfort and efficiency. Believing you are interested in the efficiency and economy of service we mention for your consideration something about our garage and the stock we carry. We can prove that you can save money by purchasing your supplies of us.—The George Taylor Hardware Co., Ltd., Cobalt, New Liskeard and Cochrane, Ont.

We think it is to your interest to buy your hardware from us, because: We are doing a cash business, a principle that should be encouraged in this country. We are setting the prices in this town—and setting them right. There is no better stock of hardware in Cupar. We have some exclusive lines that are superior such as —— ——— —. We maintain a fully equipped tinshop and support a first-class mechanic. We are out with a square deal platform. F. C. Hesketh & Co., Cupar, Sask.

We don't always realize what harm the wear and tear of the weather does to our houses and barns and buggies and wagons that are not protected by good paint. Buildings that have not been painted or on which the paint has worn off, are exposed one day to the wet and rain, the next to the hot sun and so on, until the unprotected wood twists and warps and cracks and the rot starts. So a building that should be in good repair at the end of 50 years, if it had been properly painted, goes to rack and ruin in 15 or 20. And think how it looks. Why don't you paint this spring with ——— paint, prepared? Made of pure lead, pure zinc, pure linseed oil and the necessary coloring pigments and driers, all mixed and ground by special machinery. Come and see us, we want to talk paint to you.—A. N. Fenn, Parry Sound, Ont.

Do you want a gallon of good paint for $1.75.

Come this week as we are having a special for 6 days at this price. You can't beat this value, as we have sold over 300 gallons and every can has given perfect satisfaction. If not satisfactory after you have used it, we will refund you the full purchase price. You take no risk.—J. B. Ross, Oshawa, Ont.

Are You Going to Paint this Spring? Does your house look shabby alongside of your neighbors'? Does it look neglected? Is this the way you are going to leave it for another year?

Your house may be larger and better than your neighbors' but it does not look so well, nor will it stand the weather and test of time so well without the necessary coat of paint. A small investment in paint will prove a money saver and you owe it to yourself.

The interior as well may need brightening up, or possibly your tables or chairs need a coat of Varnish Stain. ———make a paint for every purpose. Come in and talk over your paint troubles.—W. H. Cuddy, Strathroy, Ont.

The Outlook in the West

Past and Present Conditions Reviewed by Western Canada Sales Manager—A Bright Outlook—Growth in Past Abnormal in Some Cases.

TWENTY-EIGHT years is a very short period in the history of the world, but a similar time spent in the employ of one commercial institution by an employee is a long time, so said William Mortimer Crawford, sales manager for the Winnipeg branch of the Sheet Metal Products Co. of Canada, Ltd., when interrogated by Hardware and Metal to give a few reminiscences for publication, and to also give his views on present conditions in the West.

In November, 1887, Mr. Crawford entered the employ of "The Kemp Mfg. Co." or Toronto, and a few months later was appointed their city traveller, taking charge of their Toronto city business. At various times later he covered all parts of the Province of Ontario, but his principal business connection subsequently was in the three leading Western Ontario cities, namely, Toronto, Hamilton, and London.

The Canadian Pacific Railway having been completed to the Pacific Coast in 1885, and the West offering an expanding field for wider commerce, his firm recognizing the vast possibilities of the West, appointed Mr. Crawford their western representative, giving him charge of all territory between the Great Lakes and the Pacific Ocean. For a number of years he looked after this territory until business grew to such proportions that it was necessary to open a branch in Winnipeg to take care of the Prairie business, and an agent was appointed to take charge of the British Columbia business, with headquarters at Vancouver. Mr. Crawford then being appointed sales manager of the Winnipeg branch. At this point of the interview, Mr. Crawford became reminiscent, and referred to his first trip to Winnipeg. He said, a vivid recollection still exists in his mind of that trip, arriving in Winnipeg on a cold and stormy night with the thermometer 45 degrees below zero, he was impressed with the number of citizens who braved the elements to greet the transcontinental train and to give a true western welcome to the eastern tenderfoot.

The best hotels in those days all ran a bus to the station to meet the trains, and as travel was not as heavy then as now, there was the keenest rivalry among the porters to secure guests for their respective houses, and the newcomer had to run the gauntlet of these boisterous jehus to reach the bus representing the hotel where he intended stopping. The hotel porters shouted themselves hoarse, and after having had several wordy combats with other porters and the station policeman a start was made and in due course the hotel was reached. The Winnipeg streets in those days were little better than a prairie trail, and the shaking one received riding over the ruts and bumps in them, made the hotel portals a welcome sight, and the violent shaking up one received gave activity to a liver which had become inactive during a two days' journey on the train, resulting in readiness for a good square meal. After securing a



William M. Crawford

room and removing a little of the outside grime, inquiries were made for the dining room, on entering and being shown a table, a menu was presented which looked as if it might have done duty on many a similar occasion, scanning it closely the first thing that struck one, printed in bold type, was "This hotel does not use river water, but has an inexhaustible overflowing well of pure spring water on the premises." In less than twenty-four hours the reason for this announcement was obvious, and one was content to let the hotel use any old kind of water, so long as one did not have to drink it.

On the morrow Mr. Crawford made his initial bow to the buyers of Winnipeg, and in speaking of this he said to Hardware and Metal. "To be perfectly frank with you I shall never forget the welcome accorded by the late Mr. Abraham Buehler, buyer for J. H. Ashdown." On presentation of his card, Mr. Buehler said, "Your arrival has been heralded by a voluminous epistle from your house, are you here on business or pleasure?" (and seeing he was in the presence of a dry joker) Mr. Crawford answered, "Principally pleasure." Mr. Buehler then said, "I am glad of that, for there is nothing we want, our stock is complete in all lines. When are you going away? And, by the way, how are things in the Cent Belt?" This latter term was the endearing expression used by Westerners when making inquiries of the effete East. Mr. Buehler has long since passed to his reward, together with other noted celebrities in the hardware world of Winnipeg, who laid the foundation of the great hardware centre that Winnipeg now is, among them being Mr. Geo. D. Wood, Mr. Hyman Miller, Mr. Fred Morse, Mr. John S. More, Mr. Wm. McFarland, Mr. W. C. Perry, and of more recent date Mr. Thos. Black. These, well known old timers, and some others who still remain have made Winnipeg one of the largest hardware centres in America. Truly they have builded a monument "harder and more enduring than brass," so much for the Winnipeg and the West of the past. We have retrospected, let us run quickly over the present and peer into the future.

Conditions in the West.

The present Winnipeg is rightly called the gateway to the new and Golden West. During the past ten years the growth of Winnipeg and the West has been abnormal, and has taxed to the utmost the manufacturing and financial interests of Canada. In times of great prosperity the tendency is for all interests to plunge and to expand beyond the present needs of the country, temporarily forgetting that a time of reckoning must come, and that expansion must subside until the demands of the country catch up with it. These conditions obtained during the development of the Western States, and as we in Western Canada occupy relatively the same position, so must we expect a period of great prosperity to be followed by a period of slight depression. We are experiencing now one of these depressions, but with true western optimism we realize present conditions are only passing shadows, and that while the earth remaineth seed time and harvest

shall not fail, and in a little while we will bask in the sunshine of a grander and better prosperity than we have heretofore enjoyed. Those of us who have our fingers on the business pulse of the Great West realize this condition is nearer than most people think, this is a strong statement, but the facts bear it out. Stocks of merchandise were never lower, the merchant and the farmer owe less money than they ever did, credit has been placed on a proper basis, and business is being conducted to-day in the West, on safer and more conservative lines. The Government demonstration farms have done much to keep the farmers to the proper method of farming. The farmers have been quick to realize that the great war in Europe means an active demand for grains at good prices, and more land has been prepared for the seeder in the West to-day than ever before. The past winter's climatic conditions have been favorable, and there is an assurance of abundant moisture to give the crop a good start, and with an average summer rain fall, we should reap a bountiful harvest. Unquestionably a good price for grain is assured, and while Mr. Crawford admitted he was not a prophet, nor the son of a prophet, he thought that conditions in Western Canada were decidedly hopeful.

Mr. Crawford intimated that he still makes an occasional trip West, calling on some of his old friends and customers, and in this connection he was struck with the many changes in the personnel of the traveling staffs of the hardware and kindred trades. Many of the old-time successful travelers, now occupying important positions in the houses of the firms they so well and ably represented in years gone by. While others have passed beyond the twilight's purple hill to the vast realm of silence, where the innumerable dwell, leaving behind them pleasant memories of their worth and work.

While Mr. Crawford feels that all the old salesmen were a distinct type of men, trading more or less on their personality, he recognizes that the present day salesmen are competent men, conducting their business on lines suitable to the changed conditions. The old travelers and the old western business men combined business with pleasure, and certain brands of cigars and other things were considered essential to the taking of an order, what was then a necessity is now a thing of the past, and to-day it is not so much personality and entertainment in securing orders, as it is value, quality, and service.

Regarding traveling conditions there has been a decided improvement during recent years, at one time a bath could only be obtained west of Winnipeg at two cities, namely Brandon and Calgary, at both these points the hotel proprietors were so fearful lest a traveling man should use the bath that they kept a large board on hinges carefully locked over the bath, but on payment of 50 cents you were allowed to enter. This necessitated scheming on the part of the boys, and notwithstanding the initial charge for a bath, many a bath was obtained free of charge, while said bath was unlocked.

In conclusion, Mr. Crawford expressed his appreciation of Hardware and Metal and many a time while out on western trips in days gone by, welcomed a copy of this paper as an old friend, and as a reliable source of information.

O.R.H. & S.D.A. Inaugurate Business Aids

The Membership Contest Opened on Thursday — Captains of Districts — Business Aids for Members of Association.

IN last week's issue of Hardware and Metal an announcement was made regarding the activities of the officers of the Ontario Retail Hardware and Stove Dealers' Association and their plans for boosting the membership of the association. Reproductions were shown of and sheets taken from the price book which is being prepared for the use of members of the association. Secretary Macpherson, of Prescott, has given out some additional information regarding the "Business Aids" system that the executive has decided to inaugurate. The secretary's notice reads as follows:—

The executive have decided to inaugurate through the secretary's office a system of "Business Aids" for the use of the members of the association. This service will be extended to members without charge, as per the following outline:—

A Series of Retail Price Lists.

These lists will be printed on heavy ledger paper, of uniform size, and will have standard list prices of the article printed, with blank columns for use of dealer in filling in his costs, and retail prices both in full and broken packages. Standard discounts and net costs figured will also be furnished. A binder will be furnished each member to insert lists as received. The early issue will include carriage, machine, stove, tire and sleigh shoe bolts; lag screws, malleable fittings, bar iron, screws, poultry netting and screen wire. Two copies to be furnished free, and additional copies at 10c each; only available for members.

Classification for Checking Railway Freight Rates.

A freight classification list will be prepared showing class in which the various lines of goods usually sold by our members should be included, also special commodity rates. A page will be provided for entering the several rates of freight in each class from principal shipping points to dealer's town, which rates the dealer will procure from local freight agent. It is felt by the executive that every member can save dollars by a proper checking of his freight bills. The secretary will also procure expert advice for any member on special cases, and will furnish classification of any lines not included in the partial list issued.

Collection Letters.

Each member will be furnished with 25 collection letters and envelopes, and on request with 12 duplicate stove lien notes and 25 plumbing estimate forms, without charge. Further supplies at $1 per 100.

The foregoing is just a partial statement of what will be done for the aid and information of our members. This service will involve the expenditure of hundreds of dollars, and we fully expect the endorsation of every hardware and stove dealer in Ontario, inasmuch as the individual service rendered will be worth many, many times the cost of joining the association.

To enable you to participate, your application for membership is now solicited, and by consent of the executive will extend to December 31st, 1916, thus giving you 21 months' full service, including the 1916 convention—all for a membership fee of $3.

Any suggestions or requests for further service will be gladly welcomed by the executive. The more members we have the more we can do for them, and the more weight will our association have in dealing with other organizations for a recognition of our rights as retailers.

You see the point don't you?
Send in your application now.

For the Executive.

C. W. Conn, Tillsonburg, President.
W. F. Macpherson, Prescott, Secretary.

(Continued on page 47.)

Important Business Before N.B. Convention

Retail Merchants of That Province Discuss Ways and Means for a Better Merchandising Basis for the Trade—Many Resolutions Presented and Gone into Thoroughly —Remainder of Report in Next Issue.

ST. JOHN, N.B., April 14.—(Special.)—This city has been to-day and yesterday the centre of a large number of retail merchants from various parts of the province. The reason is the first annual convention of the Retail Merchants' Association of Canada, New Brunswick Section, and is chiefly the result of the hard work that has been done by N. C. Cameron, the provincial secretary, since he came here last fall, and his associates.

The convention opened yesterday morning at ten o'clock with the registration and receiving of delegates, after which the meeting was called to order by President A. O. Skinner. An address of welcome was delivered by Mayor J. H. Frink and officers of the local branch, the replies being made by President Dr. E. O. Steeves, of Moncton; President A. Murray, of Fredericton, and Dominion Secretary E. M. Trowern, who came east for the convention from Toronto. The afternoon commenced by an address from the provincial president, Mr. Skinner. He reviewed the work that had been accomplished so far, elaborating on the rapid increase in the membership of the association during the past few months. After the reading of correspondence, the appointment of committees, and the receiving of resolutions, the delegates took a trip around the city in automobiles, which included a visit to the Atlantic Sugar Refineries and other factories and special points of interest. The new wharves were also inspected. In the evening there was a banquet given to the visiting delegates by the St. John section, one of the features being an address by E. M. Trowern, the Dominion secretary. Later the delegates formed a theatre party.

Credit Reporting Results.

At the opening session on Wednesday morning, Provincial Secretary N. C. Cameron, read his report, which showed that practically every town, city and village throughout the province was organized, and that many merchants had also received many times the value of their membership fee. Co-operation, he said, was being effected with splendid results in various centres through the holding of dollar day, which had proven to be successful. The methods of operating the credit reporting department were described. The benefits which members of the association are getting from the form letters being sent out was referred to, and special instances where old and bad accounts had been successfully collected by this department. Other reports were presented, including that of the provincial treasurer, Wm. Hawker, and the provincial auditor, P. F. Blanchett.

One of the special addresses of the session was given by E. M. Trowern on the assessment system in vogue in Canada, including his ideas on how a suitable system for the province should be operated. At the present time there are few more live subjects in New Brunswick. Recently there was a large delegation of the Retail Merchants' Association of this city, who waited on the Government to protest against an amendment to the Assessment Act which was introduced into the local House to exempt salaries up to $1,000. The merchants objected to the idea that no provision had been made as to where this amount of assessment was to be levied and urged the Legislative Committee to throw out the bill.



N. C. CAMERON, St. John, N.B.,
Secretary of the New Brunswick branch of the Retail Merchants Association of Canada.

During the convention there was an exhibit on the main floor of the hall of office devices and store fixtures, which proved an exceedingly interesting feature to the convention. It afforded the merchants an opportunity to look over new ideas in equipment and to help them in their business system.

Important Topics.

Some of the resolutions that came before the convention were as follows:—

"To stop smuggling along the border lines."

"Wholesalers and manufacturers discriminating in the matter of prices."

"To secure a Garnishee Act and to simplify the collection of small debts."

"To have an Association Fire Insurance Department."

"Also, to have a fire adjuster to protect the interests of the retail merchant against unfair insurance companies in settling claims."

"To buy and advertise 'Made in Canada' goods."

"To discourage, as far as possible, advertising goods manufactured in any other country."

"To oppose any change being made in parcel post zone system."

"The Bulk Sales Bill."

"To have uniform laws throughout Canada."

"To place a special tax on all business done by mail order houses."

"To secure a new Provincial Assessment Act."

"That all peddlers should have a Provincial license."

"That railway freight cartage charges should be abolished."

"How to deal with severe price cutting."

"To oppose co-operative legislation."

"That all delinquents leaving by night to defraud merchants should be

"To abolish fees for inspection of weights and measures.

"That a Minister of Inland Trade is required."

"That customers making purchases on Sunday should be held equally liable with the retail merchant."

"An amendment to the Trading Stamp Act."

"To secure interprovincial judgments throughout Canada."

"To secure local option law for Early Closing Act."

"To include a half-day a week."

"That manufacturers be held liable for adulteration instead of the retail merchant."

"That municipalities should not engage in retail trade."

"Importance of the press to the retail merchant."

The results of these resolutions will also be included in the article in next week's issue.

Practical Course for Sheet Metal Workers

Article No. 26 of Series

By CHARLES SEIVERS

IN this issue is shown a round pipe which is to fit over a ridge of a roof and also how to develop the pattern for the pipe as well as the flange to fit the roof.

Fig. 1, A-B-C-D-E shows a side view of pipe fitting over section of roof. On line A-E draw a half section of the pipe as shown by the semi-circle A-F-E. Divide this section into any number of equal portions as shown by 1, 2, 3, 4, 5, etc. From each of these points draw lines at right angles to A-E, extending them until they intersect the roof line at B-C-D. Now turn to Fig. 2. To lay out the pattern for the pipe piece draw the two parallel lines G-G. and H-H. at either end. Next draw a line at right angles joining G-G to H-H as G-H. From this point on G-G and H-H set off the divisions in half section A-F-E repeating to make circumference complete, commencing at division 1 measure from the line A-E to where it joins the lines B-C-D, in this case from A to B, and set off on one end of stretchout or division marked 1, Fig. 2. Next measure distance on line drawn from point 2, and set off on next division on stretchout. Repeat in the same manner until last division at E is set off. This will give one-half the pattern. To complete the pattern of the pipe, measure off the distance on each of the lines working back toward the starting point that is the point at E, Fig. 1, or number 11 in Fig. 2, thus completing one half of the layout.

The accompanying article is No. 26 of a course of practical problems for sheet metal works prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

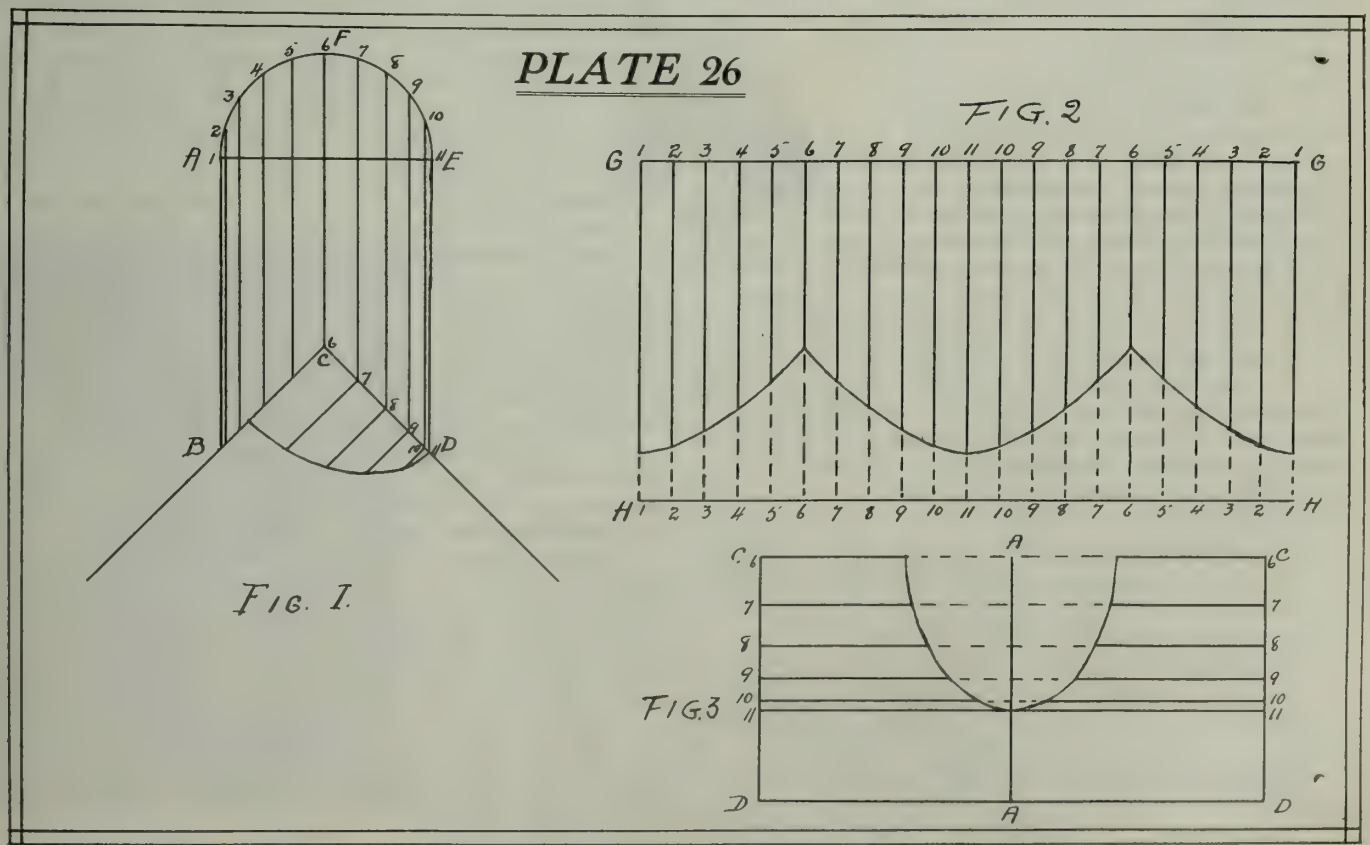
Next measure distance on line from point 10, then from point 9, and continuing until point one is again measured and set off. A line drawn through the points thus obtained on stretchout will give outline of pattern of pipe.

On C-D, Fig. 1 is shown a section of the opening in flange to receive pipe. From each of the points on C-D draw lines at right angles as shown, and on these lines from C-D set off the distance from A-E to the point on circumference which the line is drawn from. The distance from A-E to point 6 being set off on line drawn from C or 6, and from A-E to 7, on line from 7 at C-D, repeating others in like manner.

A line drawn through these points gives outline of opening. In Fig. 3 is shown a pattern for one-half the flange, now draw the outline of the flange as C-C-D-D, on these lines C-D at each end, set off the spaces on the line C-D in Fig. 1. In the centre of the flange and parallel to C-D draw a line as A-A and on each side of A-A set off the outline of opening as described at C, 6, 7, 8, 9, 10, 11 D Fig. 1.

Allowance must be given for seams, at points, G, G, H, H, in Fig. 2.

Don't imagine that your bank is not familiar with the true character and conduct of your business. It has diversified means of obtaining information.



Junior Clerk's Page

THE REFINING PROCESS.

Individual excellence is purely a matter of taking one's self through a refining process. Every healthy human being is fitted out with the same flesh, blood, bone and brain, the necessary material to become a refined, finished product.

A PIECE of iron that will make twelve dollars' worth of horse-shoes will make twenty-five thousand dollars' worth of watch springs. A piece of ordinary coal is formed of the same substance we find in a diamond, the only difference is nature has carried the diamond through a more extensive process of refinement.

Every healthy human being is fitted out with the necessary material to arrive at efficiency and excellence, with the necessary equipment to become a finished product. It is purely a matter of the refining process through which you are bringing yourself. The same constituents are found in the flesh, blood, bone and brain of every man.

We are a combination of certain forces, and these forces are guided, controlled and dependent on physical form. The same wasted life, the same abuse of nature, the same negligence of mind and body that destroys the lustre of the eye and deadens the clearness of the voice, are the same things which deprive us of the opportunity to reach proficiency. In other words to become an efficient human being.

The world is filled with people who do a little bit of everything, but who are not able to do anything worth while. Many women who can play a note or two of a good musical selection, who can sing a few lines of grand opera, have only dabbled in something they will never have the patience and care to complete.

Excellence is not attained because people do not attempt to attain it. If you wish to find someone for an important position you will discover in your analysis of applicants that one lacks knowledge of words to express ideas, another lacks executive ability, another has certain weaknesses which do not inspire confidence in other men.

If you do not do well the thing you have right at hand, there is no way of knowing that you will ever do a bigger thing any better. The chances are that you will not be able to handle more important responsibilities, because you have not trained yourself to handle less important ones. Our business institutions are filled with young men who expect opportunity to come to them by night and thrust them forward in life by some mysterious force or power.

We find men on the street corner discussing the affairs of Government, suggesting a solution of "woman rights," who actually do not know how to prepare a list of names, write a business letter or collect an account.

What the world needs is refinement of purpose, refinement of body, refinement of mind, refinement of intention, refinement of system and order, conduct and character, and fewer men and women engaged in directing the Government, outlining a policy for the Navy and deciding the questions of immortality and reincarnation.

And the moral is: The most pitiful condition in which a man can find himself in middle age, is the condition of mediocrity—that state in which you are a cobbler, a bungler, a combination carpenter, gardener, shoemaker, painter and district magistrate.

SELLING YOURSELF.

YEARS ago when Jimmy sold papers he planted the idea of selling himself—this way. He used to see the name of Arthur K. Gorman in his papers. Gorman was mixed up in everything, it seemed. Jimmy used to wonder if God could make another world without Arthur K. Gorman being on the board of "Do-it-alls." Jimmy thought Gorman must be some guy! He was, too! There didn't seem to be a week go by that Arthur K. Gorman's name didn't bob up somewhere, and he was always doing something and well thought of—so far as Jonesville was concerned. Jimmy early made up his mind that it must be a great pleasure to be such a prominent man as Arthur K. Gorman, and resolved that when he became a man he would have his name in the papers and be mixed up in whatever was going on.

When Jimmy was young and not wise in business matters, he used to look at it purely from the standpoint of pleasure. But as he grew older and got into business he saw the advantage that might accrue from being a well-known man. He saw that it might be of value to him to be a part of the civic life of Jonesville and take part in her growth, development and activities. So Jimmy deliberately planned to "sell himself" to Jonesville and "stay sold."

Jimmy joined the business clubs and did his best to become known to and acquainted with the best people in town. He actually schemed to meet men whom it would be to his advantage to know. He accepted every committee job offered him and worked like the very devil. People didn't fall upon his neck to express their appreciation of his work; but they didn't have to. Jimmy knew he was appreciated without having the fact inscribed on a parchment and presented to him on a silver tray. He gained a reputation for reliability and energy. He capitalized both. He grew to be a very busy man, but was never too busy to keep "selling himself." He prospered, and had many imitators.

Jimmy could not have "sold himself" if he had gone in to grab the limelight and play a sharp game. He would have lost out in the end on such a platform, but, as it was, although his name was hung on the tail of so many ads. that people couldn't forget him, yet his spirit was never that of bombast or self-glorification.

"Where did Jimmy find the time to 'sell himself' if he was busy?" Answer:—If you want anything done you go to a busy man, don't you? Jimmy was the original busy man. The more he found to do the more he seemed able to do.

New Hardware Goods

Offered Canadian Hardwaremen

ALUMINUM WASHBOARDS.

Wm. Cane Sons & Co., Ltd., Newmarket, Ont., are placing on the market an aluminum washing plate washboard, under their regular brands and are giving the trade their choice of aluminum or zinc at the same price. In a letter to Hardware and Metal the firm states that they have tried out aluminum for several weeks and find it to be absolutely satisfactory in every way, and in some ways much ahead of zinc. The aluminum boards will sell at the same price as the zinc.

LIGHTNING BUG LANTERN.

Stewart, Skinner Co., Worcester, Mass., offer to the trade the Lightning Bug Electric Lantern here illustrated. This lantern requires the ordinary No. 6 single cell battery, which is used for door bells, telephones, motor cars, etc., and which can be purchased for 25c.

The makers claim the lantern is indispensable in the home, barn, garage, camp, etc., and it is always ready for use.

The reflector furnished in connection with the Lightning Bug is made of a white metal which takes a very high polish.

The added brilliancy of this metal is claimed by the makers to produce one-third more light than of electric lanterns which have reflectors made of brass and are either silver or nickel plated.

Owing to the new scientific angle of the reflector, it is said, the maximum amount of light is obtained without the use of condensing lense. In its place is used the ordinary clear straight glass which can be replaced at very little expense in case of breakage.

This reflector is designed to spread the light rather than to give the searchlight effect which is produced by any illuminating device in which a concentrating lense is used.

The widespread light gives an abundance of light close by instead of throwing a narrow stream of light at a distance.



Lightning Bug Lantern.

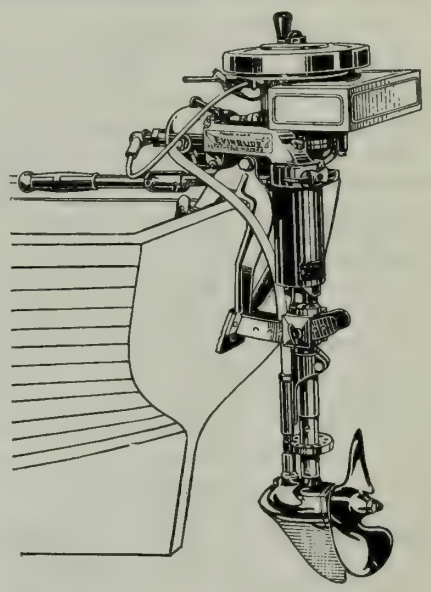


Perfection Ball Bearing Floor Scraper.

The switch is so located that light can be turned on or off with the same hand in which the lantern is carried, and the position of bail or handle is arranged to accommodate the natural position of hand.

PERFECTION FLOOR SCRAPER.

Duncan Bros. & Wray, Ludlow Falls, Ohio, are offering to the Canadian trade the Perfection ball bearing floor scraper. The scraper is claimed to be adjustable to all angles and to all floors, and can be used on a straight or shearing cut, to either right or left, with or across the grain. The makers claim that the machine can be easily operated and adjusted. The ball bearings make the machine easy to operate. The knives, it is claimed, are made from the best tool steel. The manufacturer is represented in Canada by S. F. Ainslee, 193 Spadina avenue, Toronto.



Evinrude No. 83 Motor.

EVINRUDE MOTOR.

Evinrude Motor Co., Milwaukee, Wis., manufacturers of detachable row boat and canoe motors, have for some years past brought forth each year new and desirable improvements. Last year it was the built-in magneto and this year it is the Automatic Reverse. These features are claimed to be absolutely dependable and so guaranteed by the Evinrude Company.

The magneto is claimed to be a much appreciated feature and, while the Evinrude Company will still supply battery ignition at a smaller cost, if desired, they state that ninety-eight per cent. of their orders specify the built-in magneto.

The Maxim Silencer is a part of every standard machine.

This year the Evinrude Company announces as its major improvement, the automatic reverse. With this feature, last year's model, it is claimed, becomes 100 per cent. more flexible and the "safety first" principle is fully covered. The automatic reverse is said to add

(Continued on page 47.)

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Leaves for Montreal.

Regina, Sask.—Alex. R. Grant, who for three years was associated with Peart Bros. Hardware Co., has left for Montreal to take up new duties in the hardware department of Goodwins, Ltd.

Catalogues and Discounts Wanted.

Kent, Garvin & Co., Ltd., Hamilton, Ont., in a letter to Hardware and Metal state as follows:—We would like to be put in touch with different manufacturers of high grade carpenters' tools in Canada. We intend putting in a complete line of the best goods we can get for carpenters' use.

Elected President.

Montreal, April 7.—At the annual meeting of the Canadian Consolidated Rubber Co., Limited, held at the office of the company, W. H. Robinson was elected a director. The retiring directors are Messrs. Duncan Coulson, D. Lorne McGibbon and the late Fleetwood H. Ward. This leaves two vacancies on the board.

At a subsequent meeting of the directors, the following officers were elected:

President—J. H. McKechnie.
Vice-President and General Manager—T. H. Rieder.
Treasurer—Walter Binmore.
Secretary—W. A. Eden.
Assistant Secretary—R. C. Colt.
Assistant Treasurer—A. Dwyer.

Mr. McKechnie's accession to the presidential chair is a fitting tribute to him as a Canadian, who has spent almost all of his business life in developing the rubber industry of the Dominion.

In 1883 he launched the Granby Rubber Co., Limited, at Granby, Que., which is now one of the associated companies of the Dominion Rubber System.

T. H. Rieder, vice-president and general manager, will be in active charge of the operations of the company as heretofore.

Industrial Items.

Chatham, Ont.—The Canadian Wolverine Company, Limited, the Canadian branch of the Wolverine Brass Company of Grand Rapids, Mich., on April 10 sustained $125,000 loss to buildings, machinery and stock in hand through fire, which completely gutted the factory. President L. A. Cornelius states that the Canadian factory will be rebuilt, but no decision has been reached as to the location.

Fire Losses.

Wolfville, N.S.—L. W. Sleep, hardware, tinsmith, etc., has suffered a fire loss.

New Firms.

East End, Sask.—East End Hardware Co. is opening a hardware store at Ravenscrag.

Business Changes.

Kildonan West.—J. DeWilde, hardware, has been succeeded by Tully & Davey.

Dorchester, Ont.—F. Burke, of Windsor, Ont., has purchased the hardware business of Levi Hodgens.

Lansdowne, Ont.—W. P. Moore & Sons have sold their hardware business to Edmond Latimer, of Chesley, Ont.

Gladstone, Man.—W. L. McNair & Jas. Anderson have purchased the hardware and implement business of W. H. Squair & Son.

Brandon, Man.—Hunter E. Burgess and H. H. Williams have purchased Gidding's Hardware, on Tenth street. H. E. Burgess has been in the hardware business in Brandon for some years and was for some years a traveler for the McClary Mfg. Co., traveling from Winnipeg West. Mr. Williams was for ten years with the Asbestos Broughton Fiber Co., East Broughton, Que. The new firm intends to remodel the store.

Obituary.

Chatham, Ont.—The death occurred here last week of William Sommerville, aged 78. For some years Mr. Somerville was in the banking business and later in the hardware business at Ridgetown.

Oshawa, Ont.—The death occurred here of John Cowan, aged 86. Mr. Cowan was one of the founders of the Ontario Malleable Iron Co., of which company he was president for 43 years. Mr. Cowan was also interested in a number of other industries.

St. John, N.B. Notes.

Arthur H. McGuire, of St. John, who has been one of the traveling staff of the Canada Cement Co., in its western territory for some years, has been appointed sales manager for the concern with headquarters at Calgary. His territory embraces the Province of Alberta, Saskatchewan, and British Columbia. Mr. McGuire has been at his home since Christmas and received the news of his promotion to-day.

T. McAvity & Sons have been granted a contract for the manufacture of shells for army purposes. They have leased from the city the big machinery hall in the Exhibition Buildings, and will carry on much of the work there. The firm plans to employ from 150 to 300 men, operating night and day.

Dominion Incorporations.

Shawinigan Electro-Metals Co., Ltd., capitalized at $50,000—head office, Montreal—to manufacture metals, metallic products, etc.

Meriden Britannia Co., Ltd., capitalized at $400,000—head office, Hamilton, Ont.—to manufacture and deal in precious metals, silverware, electroplated ware, etc.

Canadian Wallboard Co., Ltd., capitalized at $50,000—head office, Toronto—to manufacture and deal in wood fibres, wood pulp, wallboards, sheetings, etc.

Bermite Explosives, Ltd., capitalized at $200,000—head office, Montreal—to manufacture and deal in ammunition, gunpowder and explosives, etc.

Winnipeg Oil Co., Ltd., capitalized at $1,000,000; head office, Winnipeg, Man.

The Guelph Tire and Rubber Co., Ltd., capitalized at $350,000—head office, Guelph, Ont.—to purchase the business and property of the Independent Tire Co. of Toronto, Ltd., and to carry selling rubber goods, etc.

Ontario Incorporation.

Canada Steam Furnaces, Ltd., capitalized at $50,000—head office, Toronto—to manufacture and sell steam and all kinds of furnaces.

AN OMISSION.

In the classified index to advertisements which appeared in the recent Annual Spring Number of Hardware and Metal, the name of the Canadian Consolidated Rubber Co. was inadvertently omitted. This firm manufactures a complete line of all kinds of rubber goods, and among those of interest to the hardware trade are the following: Carriage and auto rugs, horse covers, jar rings, rubber mats, stair treads, belting, pump valves, force cups, furnace bulbs, conical connections, bibb washers, tack bumpers, automobile, bicycle and baby carriage tires, rubber cement, bath mats, packing, rubber rolls, lawn hose, water hose, fire hose, etc.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

The Editor, Hardware and Metal,
University Avenue,
City.

Who says business is not brisk in Canada? To those who have a pessimistic idea of trade conditions for 1915 *the following information may prove interesting and change the grouch who sits down and sees nothing but blue ruin into an optimistic hustler. If such be the case, the object of this letter will have been accomplished, for, that there is good business to be obtained when you go after it is evidenced daily.*

If you are from Missouri and want to be shown here is the evidence.

Hardwaremen sell Babbitt Metals and all machinists and manufacturers use it. If the manufacturer is not busy there is very little Babbit metal sold, excepting in isolated cases where they take advantage of the slack time to do repairs.

We all know 1913 *was a year to be remembered in the history of Canadian progress; during that year every trade was booming and prosperous. In April,* 1913, *The Canada Metal Co.'s sales for Harris Heavy Pressure Babbitt Metal were the largest on record and in fact were so high that it was doubted if the sales for that month would ever be equalled, yet we find in March,* 1915, *in the first three weeks the sales for Harris Heavy Pressure exceed the whole month of April,* 1913, *which as before stated was the established record and stood up prominently.*

What does this indicate? Surely nothing more or less than prospects for 1915 *are good and the manufacturer has recovered from the first shock which was given when war was declared. Also that results from Made-in-Canada Campaign are already being felt to the material advantage of Canadian manufacturers.*

We advise the pessimist to read and study carefully the following Shakespearean quotation:

"There is a tide in the affairs of men
Which, taken at the flood, leads on to fortune;
Omitted, all the voyage of their life
Is bound in shallows and in miseries.
On such a full sea are we now afloat;
And we must take the current when it serves,
Or lose our ventures."

In conclusion; if the tide serves and the manufacturer or retailer does not take advantage of it he deserves to lose his ventures.

THE CANADA METAL CO., LTD.,
Per H. C. Crow.

THE METRIC SYSTEM.

The Editor, Hardware and Metal.

Hardware and Metal is always interesting for I ever find it one of the most real, live, trade journals of the many British, colonial and foreign that I see, but the copy sent me of February 6th is not only interesting in general, it is also amusing so far as it refers to that old bogey—the metre. Your correspondent's letter might have been written a dozen years ago. At that time some merchants in the interests of German trade, were trying to get the metre to be compulsorily used—and the inch, which is used in all parts of the British Empire and Dominions, the United States, Russia, China, Japan, and the East generally—to be abolished and made illegal. The practical men whose investigations have "shown up" the absurd claims of the pro-meterists handsomely defeated this attempt. I remember addressing a body of business men—amongst them many scientists—in Toronto, some few years ago on this question of the inch v. the metre, when I had the honor of being informed by the spokesman for the scientists, that they had learned something from the lecturer as they had never before seen the subject treated from the point of view of the necessities of the manufacturer.

Meterologists know that whereas measures of money may be conveniently based on any standard—measures of weight, area, volume, time, space, etc., cannot be so treated. In the former money being purely artificial you can first set up your measure or system, and then adapt the coinage to it; in the latter, you are dealing with nature, which you cannot alter, and you MUST make your measures to suit nature's requirements. It is this fundamental difference in principle between coinage systems and weights and measures that is overlooked by pro-meterists, and that is the cause of such confusion to-day in the so-called metric countries where silk is weighed by the "denier" and ribbons woven by the "line"; where opticians work by the Vienna inch and builders by the Hamburg foot.

But I must not tire you. I could give you pages of Continental incongruities of weights and measures, and in countries, too, where fines, and even imprisonment, has failed to force manufacturers to use that system which we are asked to believe is "the greatest invention of human ingenuity"!

GEO. MOORES.

Stamford House,
Chorlton,
Manchester.

NEW HARDWARE GOODS.

(Continued from page 45.)

comfort, security and confidence in navigating difficult passages, manoeuvering to get through between other craft, in landing on the shore or at dock, avoiding collisions or in reaching a positive location when hunting or fishing, the automatic reverse is instantaneous and dependable in its action.

In the design of this new feature the company has used consummate consideration for its patrons by so standardizing the parts of the automatic reverse feature that the owners of earlier models can, for a few dollars, transform the machines they now have into the up-to-the-minute model.

The Evinrude Company also offer this season a Commercial motor to suit the popular demand, and which will sell at $60. Notwithstanding the decrease in the cost of this machine it will embrace the Evinrude built-in magneto as well as a genuine Maxim Silencer. The accompanying illustration shows the No. 83 Evinrude motor.

O. R. H. & S. D. A. INAUGURATE BUSINESS AIDS.

(Continued from page 41.)

The Contest.

The rules for the membership contest were published in last week's issue of Hardware and Metal. The contest is now on, having commenced on April 15.

Captains and Districts.

The captains are to select teams from the following districts:—

District No. 1.—Reg. F. Scott, Guelph, captain Counties of Wellington, Waterloo, Perth, Huron, Middlesex, Lambton, Kent, Essex.

District No. 2.—A. J. Wright, Hamilton, captain Counties of Halton, Wentworth, Lincoln, Welland, Haldimand, Brant, Norfolk, Peel, Oxford, Elgin.

District No. 3.—Fred Ellis, Toronto, captain Counties of York, Ontario, Durham, Victoria, City of Toronto.

District No. 4.—E. A. Whitten, Bracebridge, captain Counties of Bruce, Grey, Dufferin, Simcoe, Muskoka, Algoma, Parry Sound, Nipissing.

District No. 5.—R. Hawkins, Smith's Falls, captain Counties of Northumberland, Peterborough, Haliburton, Renfrew, Hastings, Prince Edward County, Lennox and Addington, Frontenac, Leeds, Grenville, Dundas, Russell, Glengarry, Lanark, Prescott, Carleton, City of Ottawa.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Important developments have taken place in the markets during the past week and a number of price changes have taken effect. Some of the changes were not unexpected. Paint prices have been changed and the changes are along the lines predicted by Hardware and Metal in several recent issues. Hardware and Metal's prediction regarding higher prices on binder twine has also proven correct and prices advanced this week. The feature of the metal markets this week is the extraordinary advance in the price of tin. Linseed oil quotations are still fluctuating and some firms that still have oil bought some time ago at low figures are shading prices below the general level. The advent of warmer weather has had a good effect on trade and country business is improving rapidly. The improvement in the cities is not so marked as in the rural communities, but nevertheless, an improvement is noted. The war stamp tax goes into effect this week. Particulars are given on page 36.

MONTREAL.

MONTREAL, April 15. — The spring movement of hardware to country points has been altogether satisfactory, and the wholesalers are looking for brisk business until the end of the month. The first boats will start their regular trips on Monday, and this will see the despatch of heavy goods and some further favorable adjustment in rail rates. Business in the cities continues quiet, largely on account of the slow demand for building materials and builders' hardware. In heavy goods, particularly metals, conditions are dull. The opening of navigation has as yet proven little incentive to buying, and the hope is expressed that orders may be held off until the last moment.

MONTREAL QUOTATIONS.

Tin	52c-54c
Spelter	11½c
Copper	18¾c
Lead, Trail, cwt.	5¾c-6c
Lead, Imported, cwt.	5¾c-6c
Antimony	$27.00
Solder, ½ x ½	26 to 30
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp	12½c base
Sisal	10½c
Lath Yarn	9¾c

The advance in the price of paint is of interest, but generally conditions have settled down, the majority of adjustments, as necessitated by the tariff advance, having been effected. The metals continue very unsettled, with tin advancing to new levels, copper higher and antimony all over the market, while lead is a trifle easier. Higher prices are quoted for loaded shells, hay rakes and horse polks, while there is an announcement that the quotations on spades and shovels will go up 5 per cent. to 10 per cent. on the 1st of May.

Seasonable lines, such as lawn and garden tools, are beginning to move out, but it is felt that there will be more interest in these goods with warmer weather, the mildness of Sunday being followed by a Sol's dip before it had a chance to have its full effect.

Tin.—An unsettled situation in this market has become disorganized. Prices are nominal in the local market, where the tendency is firmer, and 52c to 54c is quoted. New York reports a state of affairs unparalleled in the trade, with 57c quoted for spot. The trouble has largely been caused by the British conditional embargo, which demands a guarantee that imports go direct to the consumer. This eliminates the dealer and the spot market. Negotiations are under way to secure relief, but if the British Government adheres to its position sensational developments are to be looked for. Canada should not be affected by this embargo to the same extent, but more settled conditions are not in sight in the near future.

Copper.—The market for copper continues to gain in strength, and locally an advance of 1c is noted, to a new high level of 18¾c, while New York is quoted at 16 2-3c, as compared with 16½c a week ago. The demand for purposes of ammunition manufacture continues strong, and March is reported as the biggest month since July.

Solder.—The solder situation holds strong, with an upward tendency, being encouraged by the high price prevailing for tin. Half-and-half is quoted at 26c to 30c, and strictly, 28c to 32c, with the prices shading to the top figure within the range.

Spelter.—The tendency for spelter on the other side of the line is a trifle higher, but the situation is not very active, and prices locally hold about the same—11½c being the usual. Sellers generally are showing a disposition to hold to their stocks and take a chance on developments.

Lead.—The price of lead, which has been steadily advancing for some weeks, shows a slight decline in New York, although not sufficient to affect the local quotations. The American trust holds at $4.20, but it is noted that, whereas independents and second-hands have been above this basis, they are now underselling. Montreal basis continues 5¾c to 6c.

Antimony.—The market can only be referred to as nominal, depending upon supplies available. The quotation of 27c still prevails, but only as a basis, and, while supplies are likely to be secured at this figure, a price of 5c above would not be surprising. New York continues to quote Cookson's at 30c, as for several weeks.

Ammunition.—The advance in the price of loaded shells made a week or so ago by the manufacturers has resulted in new quotations for the trade, with an advance of about 5 per cent. to 10 and cent. Crown black and Sovereign and Regal smokeless, which have been quoted at 30 per cent. and 10 per cent., are now 30 per cent., and Canuck smokeless, quoted at 35 per cent., are now 25 per cent. and 2½ per cent. Remington, formerly 25, 10 and 5 per cent., are now 25 and 7½ per cent. Nitro Club continues at 25 and 7½ per cent.; New Club, 25 per cent., and Arrow, 30 and 10 per cent.

Hay Rakes.—New prices are in effect for hay rakes, the discount now being 35 per cent., as compared with 40 per cent.

Horse Polks.—An advance in the price of horse polks has gone into effect, the increase being from 5 per cent. to 10 per cent., covering the different styles and makes.

Spades and Shovels.—An important advance in the price of spades and shovels is to go into effect on the 1st of May, an announcement to the wholesalers to this effect having been made by the manufacturers. The increase will be from 5 per cent. to 7½ per cent.

Builders' Hardware.—The demand for builders' hardware continues disappointing, but is not surprising in view of the quiet conditions prevailing. Some movement of cheap lock sets is about all that is noted. The new price lists have not yet been issued by the makers, although some have sent notice to the effect that an advance of 7½ per cent. on the old lists is in order. This is not considered as being satisfactory, in view of the fact that the revised lists are certain to show different advances as between steel and copper lines.

Building Materials. — Demand for building materials is very slack, and the movement which might have been expected with the opening of navigation has thus far amounted to little. The condition particularly applies to the heavy metal lines, and it is hoped that dealers may only be holding off until the last moment, and that there will be a better inquiry after the boats begin to move freely.

Fine Tools.—In the hardware trade there is noted a strong demand for fine tools. This is traced directly to the wide field which the shrapnel shell industry in Canada is not covering and the large number of metal working establishments which are now being devoted to the manufacture of munitions of war.

Mops and Polishes.—The house-cleaning season is having its effect on the demand for mops, polishes and similar lines, which are going out freely. A particularly active interest is noted with regard to O'cedar mops, which are commanding an ever increasing sale.

Seasonable Lines.—The movement of lawn tools—mowers, hose, etc.—garden tools, clothes lines and pulleys, as well as hammocks and cream freezers, is satisfactory, but the demand in these lines should become more active with the advent of warmer weather.

Plates and Sheets.—The market for sheets and plates continues steady, but very firm, especially for lead sheets. The consumption is light, but better things are hoped for when the boats begin to move.

Lead Pipe.—The demand for lead pipe is light. The market is firm at 8c for lead pipe and 9c for lead waste pipe, and the quotations are strictly net.

Nails and Fencing.—Shipments of nails, fencing and poultry netting have been moving freely since the 1st of the month, when deliveries commenced. The current demand for nails continues steady and staples are also in request.

Rope and Twine.—There are no further changes in the rope and twine situation. Demand for rope from country points is fairly satisfactory.

Utensils.—The spring demand for utensils from the country districts has been fairly satisfactory and the movement continues. Business is slow in the cities. No price changes have been made of late.

Stoves.—Gas stoves are in favor with the trade and are moving fairly well, while oil burners are also in season. Demand for cooks is light, although there is some interest in country trade.

TORONTO QUOTATIONS.

Tin	65c
Copper	17¼c
Lead	5¾c
Spelter	12c
Antimony	25c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	35c lb.
Wire Solder	37c lb.
Wiping Solder	31c lb.
Tinker's Bar Solder	40c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp Rope	12½c base
Sisal Rope	10½c base

TORONTO.

TORONTO, Ont., April 15.—The gradual improvement in conditions continues and the volume of business is assuming more satisfactory proportions. The number of orders booked is about normal but cautious buying in small lots is the general rule. Stocks are being kept low on account of the tendency to buy only those lines which are more urgently required. The city trade, although comparatively quiet, is showing some signs of a revival, not as much, however, as might be expected considering the season of the year. The country trade, on the other hand, is more satisfactory, some dealers reporting almost normal conditions. The building trade is still comparatively quiet and the demand for builders' supplies and hardware, although more active, is below normal. Some seasonable lines are moving fairly well and there is a fair demand for assorted shelf goods. The most important price change to note this week is in binder twine which has advanced on account of the difficulty in securing supplies of sisal and Manila. Prices of galvanied wire are still withdrawn owing to the unsettled condition of the spelter market. The situation as regards sisal has improved to some extent, but manila is unchanged. On this account the rope market is firm and business is improving.

The Metals.—The feature in the metal markets this week is the extraordinary advance of 11c in tin due to a scarcity of spot metal. The market for futures is, however, considerably lower. Solders have also advanced on account of the strength of the tin market. The copper market is very strong and prices firm but unchanged. The spelter situation is much the same and there is little business moving. Lead is steady and the market quiet. Aluminum is unchanged at 23½c per pound.

Tin.—The market is very unsettled due to the restrictions placed on the export of metal by the British Government and the uncertainty as to how importers will be affected. The new regulations are causing considerable delay in making shipments and a consequent scarcity of spot tin. This has resulted in a sharp advance of 11c for spot metal, which is now quoted at 65c. Quotations on early delivery tin are practically the same, but futures are considerably lower at about 50c. There is little trading pending developments and quotations at 65c are entirely nominal.

Copper.—The market is very strong and the demand for copper for war munitions continues heavy; quotations are unchanged, but firm at 17¼c per pound.

Spelter.—The situation is practically unchanged and supplies of spelter are still difficult to obtain. The market is unsettled but stronger. Prices are unchanged and nominal at 12c per pound.

Lead.—The market is quiet but firm, with heavy demand for war munitions. Quotations locally are unchanged at 5¾c per pound.

Antimony.—The market is active and stronger with a scarcity of metal The demand for antimony for ammunition is heavy and is increasing. The embargo placed on antimony by the British Government will probably remain in force while the war lasts. Prices are unchanged and nominal at 25c per pound.

Solders.—The advance in tin is reflected in solders which are from 2c to 5c higher. The following new prices are being quoted: half and half, 35c; wire solder, 37c; wiping, 31c, and tinkers' bar 40c per pound.

Scrap Metals.—There is a little better demand for scrap, but the market is quiet and prices unchanged.

Pig Iron.—The market continues quiet and foundries are operating at considerably reduced capacity. Hamilton and Victoria brands are quoted in Toronto at $19 per ton.

Bar Iron and Steel.—There is little improvement noticeable in the steel trade and the outlook is better. Conditions, however, are considerably below normal. Prices on bars are firmer but unchanged at $2.05 base.

Lead and Iron Pipe.—Business continues quiet as the building trade is dull. Lead pipe is quoted at 8c and waste pipe at 9c net. Prices on iron pipe are given in the current market quotations.

Wire Nails.—There is no change in the situation and the demand is only fair. Wire nails are being quoted at $2.35 base and cut nails $2.75 base.

Binder Twine.—When a new binder twine list was published in these columns in the issue of March 27, it was stated that these prices would probably not remain in force very long and that an advance might be expected. This has now materialized and an advance of ¼c to ½c per pound has to be noted. There has been for some time considerable difficulty experienced in obtaining supplies of sisal from Mexico owing to the unsettled conditions in that country. The outlook is improving, however, but is still serious. Supplies of manila are also difficult to obtain owing to conditions brought about by the war. The new binder twine prices will be found in the current market quotations.

Rope.—There is considerably more activity in the rope market and the prices are firm. The situation as regards raw materials show little improvement and supplies are difficult to obtain and have increased in cost. Prices of rope and twine are given in the current market quotations.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch ..	$3.80
Full Polished, 6-7 inch ...	4.95
Solder	32c-33c lb.
Linseed Oil, raw	93c gal.
Linseed Oil, boiled	96c gal.
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis..	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	$3.45
Glass, First Break	$5.25
Rope, Pure Manila	16c
Sheet Zinc:	
Cask lots	13¼c
Small lots	13½c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.80
Lead Pipe:	
Coil, ...	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William...	$2.10
Winnipeg	$2.45
Paris Green:	
1-lb. pkgs., per case	23½c
Shot, soft, per 100 lbs. ...	$10.00
Chilled	$10.75
Buckshot	$10.80
Ball	$11.20

Window Glass:

	Sgle.	Dble.
Up to 25 in. .	$6.25	$9.00

NEW PRICES WINDOW GLASS, WINNIPEG.

	Single	Double
Up to 25 in.	$6 25	$ 9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75
71 to 80	....	13 75
81 to 85	....	16 75
86 to 90	....	17 75
91 to 95	....	18 75
96 to 100	....	22 00
101 to 105	....	24 50
106 to 110	....	28 00

Less than full cases, 33 1-3% off pane list.

WINNIPEG.

WINNIPEG, April 15.—This week there appears to have been an improvement in the volume or orders being received. It is, in fact, stated in some quarters that the month of April begins to show signs of going ahead of April 1914. There are some who are feeling that the change has already come, and that from now on a volume of business well up to, and gradually becoming greater than, that done in the corresponding period a year ago, will be noted. Certainly weather conditions over the West have been almost as good as could be desired, and it seems likely that the hardware dealers throughout the country will feel the need of considerably increasing their stocks.

Lead Products Up.

The week has seen a number of changes in price, these being without exception in an upward direction. Lead products have generally moved up, this, of course, being due to the higher cost of the raw material.

Lead pipe coil is now quoted at $8.25 less than coil at $9.25 per cwt. Lead waste has moved up, now being steadily quoted at $8.75 per cwt.

In sporting lines, chilled shot has been put upon a higher basis, being quoted now at $10.75.

Fencing Still Steady.

No advance has as yet been made in fencing. It seems very likely, however, that this advance will come by the end of April. Prices are such at the present time that **Winnipeg jobbers are selling slightly below cost; that is, they have to pay more to keep up their stock than they get for the goods they are selling out of stock.** The intention seems to be to keep this up as long as the stocks bought at a better price exist, but it is felt the end of April will about see the last of this. Under the circumstances, therefore, it would appear dealers would do well to look over their fence supplies —see as nearly as possible what they will need—and get sorting orders in while the present low quotations exist.

Batteries Up in Month.

Batteries are locally being held at the present prices. There is a tendency upward in some lines, however, and by June it seems practically certain that higher prices will be asked for all lines. This will be not only due to the higher cost of manganese, but perhaps more to the continued advances in zinc. The difference in the price of zinc has increased the manufacturing cost of each battery well over 1c. If this product continues to go up, or even if it holds its present high level, a battery advance seems practically certain to take place when present stocks of zinc, which are far from high, are exhausted.

Linseed Takes New Level.

When linseed oil dropped a fortnight ago, it was stated that this decline was only temporary. The truth of this is now made more than ever obvious, for following last week's return to the old prices, there has this week come an advance of 2c, putting raw at 93c and boiled oil at 96c. As a matter of fact the situation has little or nothing to do with the flax market, but results from earnings, formerly received from the by-product, linseed cake, being almost entirely cut off. It is a very interesting situation, and one which **is likely to keep the prices of linseed oil high for a year or more. This is dealt with more fully elsewhere in this issue.**

Glass Goes Up Largely.

The advance in window glass—long expected—has been brought into effect. It cannot be stated that this is entirely a market advance—that is, not one solely brought about by the higher cost of manufacturing or of raw materials. It is an advance rather resulting from the law of supply and demand. The American glass manufacturers have control of the market at the present time. The Belgium supply is cut off. The American producers, therefore, have

raised their price—apparently not so much because they have more orders than they can fill, as because they have naturally a desire to secure the larger profits which the situation renders possible.

Present Glass Quotations.

	Single.	Double.
Up to 25 in.	$6.25	$9.00
26 to 40 in.	6.75	10.00
41 to 50 in.	8.25	11.25
51 to 60 in.	8.75	12.00
61 to 70 in.	9.25	12.75
71 to 80 in.	...	13.75
81 to 85 in.	...	16.75
86 to 90 in.	...	17.75
91 to 95 in.	...	18.75
96 to 100 in.	...	22.00
101 to 105 in.	...	24.50
106 to 110 in.	...	28.00

Less than full cases, 33 1-3 per cent. off pane list.

The stove business is improving, ranges now moving quite briskly. It is evident that dealers' stocks are low and supplementary orders are being regularly received.

LONDON.

LONDON, April 15.—Business has improved greatly during the past week; garden tools and spring hardware lines are moving rapidly. Linseed oil has declined 2 cents per gallon, and is in fair demand. Turpentine has advanced. Binder twine has also advanced in the 500, 550 and 600-ft. grades. The advance in paint, referred to last week, is now in effect.

Turpentine has again advanced two cents per gallon, and is quoted in barrel lots at 73 cents per gallon in single barrels; 2 to 4 barrels 72c per Imperial gallon; 5-gallon lots, 80c per gallon.

Linseed oil has declined two cents per gallon, and is quoted as follows:

	Raw.	Boiled.
1 to 2 barrels	78c	81c
3 to 5 barrels	77c	80c
6 to 9 barrels	75c	78c

Lead remains unchanged, and is quoted for Government pure grades in ton lots at $9.10 per 100 lbs. and in less than ton lots at $9.40 per 100 lbs.

Wire Nails, Etc.

Wire nails are in fair demand. The present price is $2.35 base for wire and $2.70 base for cut nails. Most of the larger buyers booked for wire nails some time ago when quotations ranged around $2 base. Wire from stock is quoted as follows:

	Per 100 lbs.
Barb	$2.55
No. 9 soft, galv.	2.30
No. 12 soft, galv.	2.45
No. 13 soft, galv.	2.55
9-coil spring	2.35
Oiled and annealed, No. 10	2.46
Oiled and annealed, No. 11	2.52
Oiled and annealed, No. 12	2.60

Galvanized fence hooks are quoted at $3 per 100 lbs. and $3.25 per 100 lbs. in 25-lb. boxes. Fence staples, bright, are $2.60 per 100 lbs. in kegs; $2.85 per 100 lbs. in 25-lb. boxes; galvanized, $3 per 100 lbs. in kegs, and $3.25 per 100 lbs. in 25-lb. boxes. Poultry netting remains at 45 per cent.; screen wire is quoted at $1.55 in 100-ft. rolls and $1.60 in 50-ft. rolls.

Rope quotations are unchanged and are as follows:

Pure Manila .....14½c lb. base
British Manila .....12½c lb. base
African Hemp .....12½c lb. base

The new prices on twine are as follows:

650 ft. .....12¾c lb.
600 ft. .....10½c lb.
550 ft. ..... 8¾c lb.
500 ft. ..... 8½c lb.

⅛c per pound allowance on 5 tons.
¼c per pound allowance on 10 tons.
Terms November 1.

Reasons for Advance

The Recent Advance in the Price of Washboards Not Unexpected Owing to the Condition of Markets in Zinc, Glass, Brass and Enamel.

ALTHOUGH the recent advance of 90c per dozen in washboard prices announced in the market reports of Hardware and Metal, came as a surprise to some merchants, the advance was expected by a great many in the trade, especially those who have been following the market reports closely and have kept posted on the changing conditions in the zinc, glass, brass, and enamel markets since the outbreak of the war. Before the war, the zinc for the manufacture of wash boards came largely from Belgium and principally from the vicinity of Liege. Also before the outbreak of hostilities, the cost of zinc to the manufacturer was somewhere about 6 to 8 cents a pound. To-day the same metal costs them 14 to 15c a pound and is very scarce. There are some who think it will even go much higher before the summer arrives.

It is for a somewhat similar reason that glass washboards have advanced as well. One big English firm which manufactures glass and which has a large factory in England, have on account of the war a great number of men less in their employ, than heretofore. It is stated that this firm employs alone some 40.000 men in their British factories, and that from these factories alone an entire regiment has been recruited for the war. At the same time, the glass works in Belgium have pretty nearly all been put out of business, or else they are being operated by the Germans, and of course none of the product reaches the British trade. The cannonading in Europe has, too, been responsible for the breakage of large quantities of glass, which has necessarily increased the demand. We are, therefore, short the production of the Belgium factories, and we are getting less glass from the British firm above referred to.

Brass, too, is largely in demand for munitions of war of many kinds and is worth more for that reason. Every shell or shot that is fired is fired from a brass or copper cartridge case.

Enamel is made of imported materials largely supplied by Germany and so is rapidly becoming scarce and dear.

May Open Western Canada Zinc Mines.

In reference to zinc again. Very few people know that we have large deposits of zinc in Western Canada but owing to the high cost of operation, as compared with the very low cost of its importation from Belgium, it has not been commercially successful. It is quite possible that the high cost of zinc to-day and the scarcity of this commodity may lead to the opening up of the Canadian zinc mines and their operation at a profit, at least until the end of the war and until matters get adjusted and the supply equals the demand for this particular article. Zinc formerly came into this country free of cost, as far as duty was concerned. The zinc that we are using now comes from the United States where there are two mills operating and which has to supply practically the whole world and in addition it now has to bear a war tax of 7½ per cent. American zinc has always even in ordinary times been much more expensive zinc so that when the Belgium zinc was taken off the market. Canadian manufacturing trade have had to pay American prices, which were still higher in addition to many advances made owing to the heavy demands made on the production, which was not equal to the demand.

Toronto Sales Manager.

The Sarnia Metal Products Co., Sarnia, Ont., have appointed Geo. W. Britnell, vice-president Toronto Builders' Exchange, as Toronto sales manager, with offices in the Builders' Exchange, 154 Simcoe Street, Toronto.

Weekly Paint Markets

MONTREAL.

MONTREAL, April 15.—New quotations on paints covering a general advance are in effect today. The immediate result is the increase in the base quotation of 10c all round; however, so wide are the effects of the adjustments under way that it will be a matter of a couple of weeks perhaps before all the changes in varnishes and other miscellaneous lines are completed by the different houses.

The advance of 10c is only the general effect of the change, for there are many lines where the increase in the price will be materially above this, as stated last week on this page. The bright reds are particularly affected on account of the difficulty in securing color imports. In fact, the situation is such that if the existing conditions continue for any considerable period certain shades will have to be entirely withdrawn—some manufacturers are already depending upon their stocks on hand to fill orders and have ceased putting up some lines. In the dry colors the situation is particularly critical and such quotations as are given must be considered as nominal, manufacturers preferring to hold the colors which are in short supply for their own needs. Colors in oil are therefore seriously affected and on imported shades prices are only given on request.

In addition to the change in the base, about 25c can be added for bright reds in the general mixed lines and also in floor and porch paints and enamels; on flat oil paints about 50c can be added for bright reds. Carriage and wagon paints are up about 10 per cent. for the run of colors and 25 per cent. to 33 1-3 per cent. for the bright reds. Greens in oil are up 1c lb., run of colors 2c, and bright reds, Chinese and Prussian blues and Japan colors are only quoted on application.

The situation during the week has changed little so far as the chief ingredients are concerned and the quotations for staples show no important alteration. However, prices are very steady and the tendency is upward if anything, there being no indication that there will be any weakness in the new market established.

While there has been brisk buying in the trade it has been steady and there is little indication of any general attempt to speculate on the rise. Undoubtedly many dealers have taken advantage of the market to put in good stocks, but the opinion rules that the financial situation is such that "gambling" has not been popular. Spring shipments are now going out freely and in the country trade they are entirely satisfactory, being somewhat better than a year ago. Little improvement is yet noted in the city trade or in the Western demand.

Linseed Oil.—The oil situation has changed little but quotations in the trade are firmer on the strength of the advance of the crushers last week. The usual figure heard is 80c and 83c for the barrel basis but there are quotations as high as 84c and 86½c, while in the other direction the bottom is 78c and 81c, although this may be taken as exceptional. Efforts to bring the dealers closer together on the oil market do not seem to meet with much success. The following will be found to cover the usual range:

	Raw.		Boiled.	
1 to 2 barrels..	80c	84c	83c	86½c
3 to 5 barrels ..	79c	83c	82c	85½c
6 to 9 barrels ..	78c	82c	81c	84½c
10 bbls. & over.	77c	81c	80c	83½c

Gasoline and Benzine.—There will be a heavy movement of gasoline next week with the inauguration of the summer boat business. Booking is reported to be slightly better than last year for the country business and city demand is picking up slightly with the summer increase in motor traffic, although the consumption this year is likely to be comparatively small in this department. Prices continues at 15c in drums and 14½c tank wagon.

Turpentine.—The turpentine market is firmer. Although the top of the price continues at 68c as a week ago, the botton has moved up slightly in the trade and refiners report a quotation a couple of cents above that last given.

	Per gal.	
½-bbl. lots	69c	71c
1-bbl. lots	66c	68c
2 to 4 bbl. lots	65c	67c
5 to 10 bbl. lots	63s	66c

Lead and Zinc.—The lead market continues strong and, although the price of pig lead is slightly easier, it is still at a level above that indicated by the prices in the paint trade. Zinc continues firm at around 14c for 25 lb. irons, but there appear to be better supplies available than a few weeks ago.

Dry Colors, Etc.—Each week sees the supplies of certain colors getting shorter with the result that quotations for bright reds are merely nominal and a number of houses have withdrawn their prices on a number of shades; also on bright reds, imported blues and Japans in oil. With a continuance of the existing conditions some shades will disappear from the market and there are already numbers which certain manufacturers have ceased to put up. The high cost of whiting keeps putty very firm with an advance only discouraged by the slack state of the consuming market.

Glass.—There has been no change of importance in the glass situation and conditions continue very unsettled. Base quotations are more or less nominal for the time being.

TORONTO.

TORONTO, Ont., April 16.—The advance in the prices of mixed paints, etc., announced in Hardware and Metal last week and in previous issues, goes into effect on Thursday of this week. At the time when the tariff changes were made it was stated in these columns that this step would no doubt be made in due course. The necessity of this became more apparent as time passed and as the situation became more clearly sized up. All raw materials are more costly, and in the case of some dyes and chemicals are extremely difficult to obtain. It was, therefore obvious that the goods containing these materials would also advance. The lines affected are mixed paints, including porch paints, floor paints and enamels, which have in most cases advanced 10c per gallon. For colors in oil 1c per pound for greens; other colors, 2c per pound. Prices of permanent reds, vermilions, Prussian blues and Chinese blues have been withdrawn. Linseed oil has declined 2c, but turpentine has advanced 2c. Putty is un-

A LEADER THAT LEADS

JAS-PER-ITE

"Registered"

The Present-Future Varnishes

Sold only in sealed lithographed cans. Quality and durability guaranteed.

A CABINET ASSORTMENT

Contains the following:

Exterior Finishing	Floor Finish	Pale Hard Oil Finish
2-1 Gals.	2-1 Gals.	2-1 Gals.
2-½ "	2-½ "	2-½ "
4-¼ "	4-¼ "	4-¼ "
8-Pints	8-Pints	8-Pints
8-½ Pints	(NO ½-PINTS)	8-½ Pints
5½ Gals.	5 Gals.	5½ Gals.

TOTAL 16 Gallons.

A Large, Handsome Display Cabinet Free
WITH FIRST ORDER.

Manufactured and guaranteed only by

The Ottawa Paint Works
and
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CANADA

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153 Duchess St.



There's a place —in every building

for Berry Brothers' celebrated varnishes. For every finishing need in homes, hotels, office buildings, etc., there is a perfect Berry Brothers Varnish, fulfilling every requirement.

LIQUID GRANITE
Lasting Waterproof Floor Varnish

Like other celebrated Berry Brothers' products Liquid Granite has withstood the hardest **wear** and **tear** in homes and public buildings for over 57 years. It assures lustrous floors—whose look of newness endures for years.

LUXEBERRY WHITE ENAMEL
Whitest White—Stays White

Used on woodwork, metal or plaster, it gives a beautiful rich, durable, and washable finish—whitest white that stays white. It adds a touch of lasting brightness to any room.

These Canadian-made products have earned a **wonderful reputation** for **highest quality** and dealers handling them have benefited thereby.

You can assure your customers **certain** satisfaction and yourself **sure** profits by supplying this established demand.

Write for our Dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ont.

changed, but firm. The glass situation is unchanged and business quiet. Gasoline is moving more freely; collections are slow, but improving. The general feeling in the paint trade is more optimistic; city and country trade both showing considerable improvement.

Linseed Oil.—The market is very unsettled, and prices range from 78c to 85c per gallon. The former figure is more generally heard and is 2c lower than the prices quoted last week. The reduction was made to stimulate business, which is quiet at the present time. The seed market is firmer at Winnipeg. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	78	81
3 to 5 bbls.	77	80
6 to 9 bbls.	76	79

Turpentine.—An advance of 2c in turpentine in the South has caused higher prices locally. Stocks have been further depleted by large shipments from Savannah and other ports. It is stated that the Farmers' Association controls the supply. "G" resin has advanced from 50c to 75c per barrel. The market is very firm for turpentine and the following prices are quoted in Toronto: Single barrels, 73c; 2-4 barrels, 72c; and 5-gallon lots, 80c per Imperial gallon.

Mixed Paints.—An advance of 10c per gallon is in effect to-day. This includes mixed paints, floor paints, porch paints and enamels. Bright reds have advanced 25c per gallon.

Colors in Oil.—Greens have advanced 1c and other colors 2c per pound. Prices of permanent reds, vermilions, Prussian blues, Chinese blues and Japan colors have been withdrawn.

White Lead.—There is no change in prices this week, but with pig lead going higher a further revision in white lead is not improbable. Prices are shown in current quotations.

Glass.—The situation is unchanged,, although it is reported that the manufacturers in the States have advanced their prices. If this is the case, and with the addition of the duty, glass could not be imported now to sell at a profit with the present schedule.

Putty.—Business is quiet, but prices are firm. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10

Gasoline.—There is more active demand for gasoline, which is quoted at 18½c per gallon. Prices of coal oil are given in the current market quotations.

Saskatoon Convention Program

Executive Officers Meet to Arrange the Course of Events—Addresses by Chicago Man on Efficiency and Rising Costs—Merchants Want List of Property Owners.

SASKATOON, Sask., April 14. —Arrangements are being rapidly completed for the big convention of Saskatchewan merchants here beginning May 11. The provincial executive met recently to further the plans along and for the purpose of placing on the slate the list of subjects for discussion.

The members of the executive present were G. A. Maybee, Moose Jaw; W. W. Cooper, Swift Current; J. L. S. Hutchinson, Saskatoon, and F. E. Raymond, secretary of the association.

The subject of the retailers improving their buying powers and their selling organization so as to reduce the cost to the consumer was discussed at considerable length. The Food and Supply Bill, methods of handling bankrupt stocks, fire insurance, and the proposed amendments to the Cities' Act were also discussed. In connection with the latter subject the association is to be represented at a meeting of delegates from cities of the province to be held in Regina on Tuesday, to discuss the proposed amendments, and a number of amendments were suggested which it was thought would be of benefit to the retail trades.

It was also decided to make a trial of a freight bill checking department in connection with the work of the association, which, it was considered, would be of great use and advantage to the members.

Want List of Property Owners.

Further discussion of the proposed arrangement with the Land Titles Office for an alphabetical list of property owners also took place, the idea being that an alphabetical list of all property owners, with a list attached to each name showing all the property they own would be of great use to the business men of the Province in connection with the credit system.

Considerable time was spent in making further arrangements for the big convention of retailers which is to be held in the city from May 11 to 13, when about 1,000 members of the association from every part of the province are expected to be present in the city. The sessions of the convention will only be open to members of the association and Tuesday morning will be principally occupied in receiving subscriptions of those who are already members and others who intend to become members of the association. The following may be taken as the tentative program of the convention:—

Tuesday, May 11.

9 o'clock—Registration of members and distribution of badges. Appointment of Resolutions Committee. Address of welcome on behalf of the city from Mayor Harrison, President Murray, and Malcolm Isbister, president of the Board of Trade.

Tuesday evening—Address by Frank Stockdale, of Chicago, on "Efficiency Through Co-operation." The services of Mr. Stockdale have been obtained through "Systems" magazine, and it is considered that this lecture alone will repay delegates for their trip to Saskatoon.

Wednesday, May 12.

Business session—Reports from Resolutions Committee. Other business.

1.15—Trip to the Quaker Oats Mill.

3 to 6—Business session. Address by J. L. S. Hutchinson, Provincial Treasurer, on topics of interest appertaining to the work of the association.

7.30—Banquet, followed by addresses from Professor Gray, of the University; F. Maclure Sclanders, Commissioner of the Board of Trade; President B. W. Zieman, of the Dominion Retail Merchants' Association, of Preston, Ont.; E. M. Trowern, Dominion Secretary, and other visiting secretaries and treasurers from neighboring provinces.

Thursday, May 13.

9.0—Business session. Reports from Resolutions Committee. Other business.

2.0—Annual meeting for election of officers. Reading of secretary's and treasurer's reports. Evening—Address by Frank Stockdale on "Keeping up with the rising prices," or "Salesmanship."

THE HUMAN SIDE OF A STORE.

A store is almost human. It is full off temperament. It affects each customer with the composite personality of its management and staff.

There are stores and stores. There are "grouchy" stores and "smiling" stores. There are flippant stores and dignified stores. And the peculiar thing about each is that the goods or the prices have little to do with the store's temperament. It is the personality of the store that colors and defines the character of the goods from the customer's viewpoint and wins or repels approval.

IN YOUR CORNER OF CANADA

B-H "ENGLISH" PAINT

Things are happening in the Paint Trade

B-H "English" Paint advertising is reaching every nook and corner of Canada.

Everywhere there is a strong interest in and growing demand for the only paint in Canada made from Brandram's B.B. Genuine White Lead—

B-H "ENGLISH" PAINT

In every corner of Canada people are considering Spring painting.

More people than ever will be painting with B-H "English" Paint.

Hitch Up Demand With Supply

and make **your** store a channel for new business in B-H "English" Paint.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

B-H "ENGLISH" PAINT

B-H "ENGLISH" PAINT

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30, 10%; "Crown" Black Powder, 30%; "Sovereign" Bulk Smokeless Powder, 30%; "Regal" Dense Smokeless Powder, 30%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 35, 10%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black Diamond, doz.		9 00
Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3,. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb

Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 00

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English	17 00	21 00
Fire Brick, Am., low	23 00	25 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)	0 17	
Cement (in 5 and 10 gals)	0 19	
Cement (in 2 gals.)	0 25	
Cement (in 1 gal.)	0 30	

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	25 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	28 00	29 50
Copper sheet, tinned 14x60, 14 oz.	25 50	30 50
Copper sheet, planished, 14x60 base.	31 00	37 50
Braziers' in sheets, 6x4 base	26 00	29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 25
All bright, 52 sheets.	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
60	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous— Per box

I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 25
I X X X, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

I C, 14x20 base	5 25
I X, 14x20 base	6 25
I X X, 14x20 base	7 25
I X X X, 14x20 base	9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big, Ben, each	2 10
Baby Ben, each	2 10

CROWBARS. 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 30 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



EVERY SALE OF

Jamieson's

PURE PREPARED PAINTS AND VARNISHES

Seed for Re-orders

Our products are made of only the finest materials, and our long experience guarantees a maximum of uniformity.

They have stood the test of time and the large annual increase in demand proves their popularity.

WHY NOT GET IN ON THIS BIG SELLER? **Drop us a card for proposition for the exclusive agency of your district.**

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single	
7 oz. ..	0 15¾	6 oz. ..	0 11½
8 oz. ..	0 17½	7 oz. ..	0 13
9 oz. ..	0 19¾	8 oz. ..	0 14½
10 oz. ..	0 21¾	9 oz. ..	0 16¾
12 oz. ..	0 22¼	10 oz. ..	0 18
15 oz. ..	0 32¾	12 oz. ..	0 21½
		15 oz. ..	0 26

Standard, Single Filled, 36-inch.

7 oz.	0 17	10 oz.	0 23½
8 oz.	0 19	12 oz.	0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle .	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special. zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge— Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4. per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10 p.c.
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 05

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20

single ladders; sort nose, 1c per foot additional.

18 ft., each	1 98
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	11 00
Banner Junior	12 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42. per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb., sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

Paint is moving from the shelves

There is a good demand for the following lines—look over your paint stock and send in your sorting order for immediate shipment. It does not pay to wait too long—you may lose a customer to another store if you cannot supply the colors wanted.

SANITONE

The flat-drying oil-paint for walls and ceilings. Washable and absolutely sanitary. Made in 24 beautiful shades. Many of your customers will use this finish instead of wall-paper, if you push it.

COACH COLORS

A varnish gloss paint of great durability. Very serviceable for outside furniture, canoes, etc., as well as buggies, autos, and delivery wagons. Made in eleven bright, attractive shades.

SUN VARNISH STAINS

A combination of permanent pigment stains and durable varnish. For touching up chairs, furniture, wood-work and floors, etc. Made in 12 good shades.

FLOOR PAINTS

There is always a demand for floor paints in the spring. CP floor paints are tough, long wearing and made in the most serviceable and popular colors. Feature them in your window displays.

SUN VARNISH

Sun Waterproof Floor Finish, Handy Varnishes, Aluminum Paint, Art Enamels, Barn Paint, Gold Paint, Implement Paint, Screen Enamel, Waterpaints.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



MADE IN MONTREAL

SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street & Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2⅛ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¼ 2 45
Less 10 per cent.

NETTING, POULTRY.
45% off.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English).... 7 50
U.S. Navy (English)..... 7 00
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 8½c lb.
Brass, light, 6½c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 11½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.
Size Black Galvanized
¼" and ⅜" ....$ 2 16 $ 3 18
½" 2 64 3 74
¾" 2 99 4 49
1" 4 42 6 63
1¼" 5 98 8 97
1½" 7 15 10 73
2" 9 62 14 43
2½" 15 21 22 82
3" 19 89 29 84
3½" 23 92 35 88
4" 28 34 42 51
Lapweld.
2" .....$ 11 10 $ 15 91
2½" 15 80 23 40
3" 20 66 30 60
3½" 24 84 36 80
4" 29 43 43 60
4½" 36 83 52 07
5" 42 95 60 68
6" 55 68 78 72
7" 76 16 104 72
8"x25 lbs. per ft. 80 00 110 00
8"x28 lbs. per ft. 92 16 126 72
9" 110 40 151 80
10"x32 lbs. p. ft. 102 40 140 80
10"x40 lbs. p. ft. 131 84 181 28

PIPE (LEAD).
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ⅛ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ⅝-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 12½
Sisal basis 10½
Double lath yarn basis ... 10¼
Single lath yarn basis 9¾
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
Basis (¾" dia. and larger)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(53¼).. 4 10
No. 1375—3 ft. ...(66¼).. 2 50
No. 1112—3 ft., bf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.
Wood, F.H., brass ... 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened ... 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. ...$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 36
Brush, per doz. 8 40
No. 20, per doz. 8 75

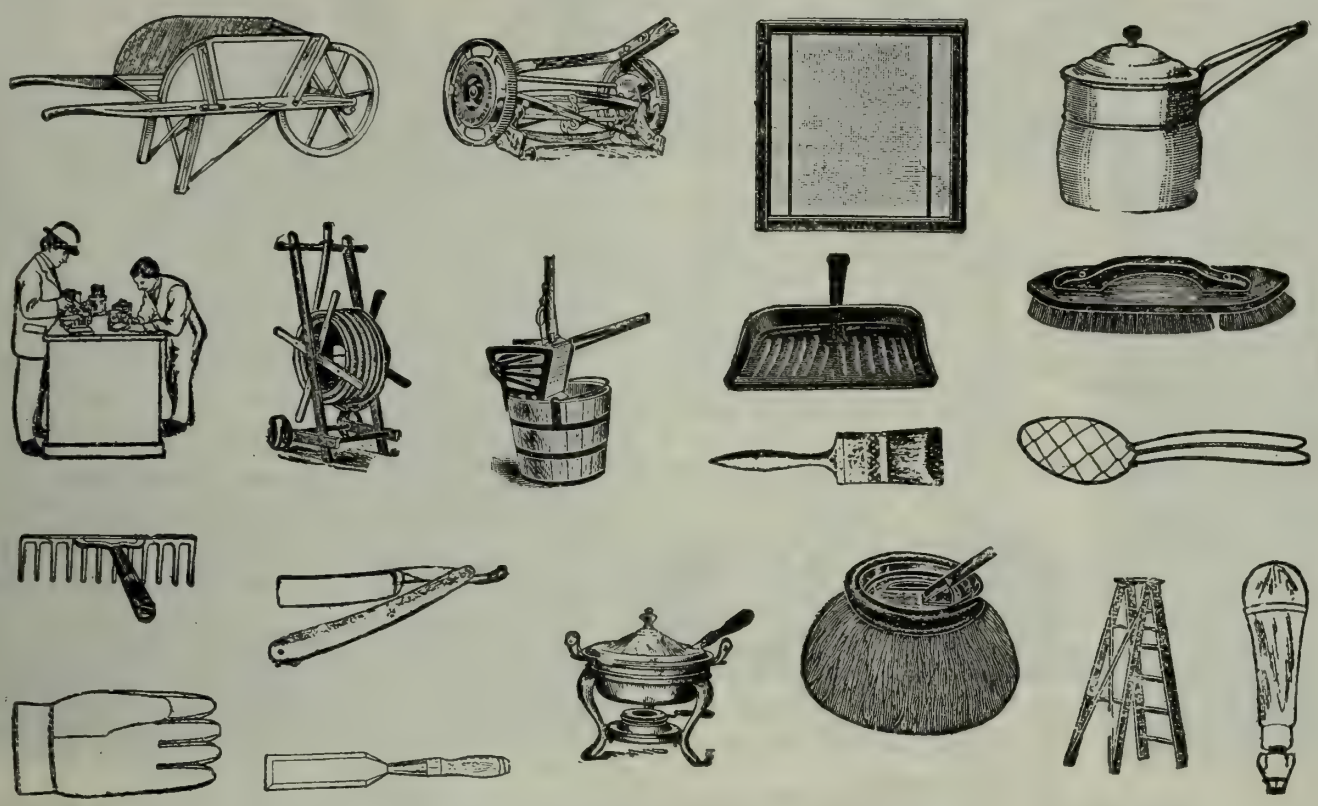
STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. Queen's Fleur- Gorbals
gauge Head de-Lis best best
16-20 .. 3 90 3 65 3 90
22-24 .. 4 10 3 75 4 10
26 ..... 4 35 4 10 4 35
28 ..... 4 60 4 30 4 60
Colborne Crown — 16-20 gauge, $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand. Montreal
14 gauge 3 40
16 gauge 3 40
18-20 gauge 3 60
22-24 gauge 3 70
26 gauge 3 80
28 gauge 4 30
10¾ ozs. 4 50



Make Your Local Advertising Pull Good Business

One of the best means at your disposal, for stirring up business, is intelligent advertising in your local newspapers. Have you felt the need of small cuts to put life and selling power into your advertisements? No doubt you have, but owing to the cost of cuts required for this, you have been prevented from going more thoroughly into the matter. Hardware and Metal has overcome this difficulty, and will supply you with cuts, at very low cost. They will cost you only fifteen cents each. We have two hundred of them in Hardware and Metal's Electro Service. Send for sample sheets, showing proofs of these valuable little cuts. Then make your selection.

HARDWARE & METAL

143-153 University Avenue, Toronto

Montreal Winnipeg Boston New York Chicago London, Eng.

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	4.0
Socket sc'ps.	50 and 5	45 and 5	
t scoops	50		
Drain. tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand.	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING.
Acme 0 27
Commercial 0 30
Easy 0 29
Star Extra 0 31
Strictly standard wiping 0 30

SPELTER.
See weekly report.

STAPLES.
100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25
Poultry netting, 100 lbs.... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes.. 2 90
Galv'zed Fence, 100-lb. kegs 3 00
Galv'zed fence, 25-lb. boxes. 3 25
Cooper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea...	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft, ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601 x50, each	$1 00
Metallic, No. 4011x50, ea....	1 35
Metallic, No. 4011x66, ea....	1 55
Steel, No. 2891x50, ea.....	2 70
Steel, No. 4161x50, ea.....	3 00
Steel, No. 4161x50, ea.....	5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Samson, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping cotton	5-lb.
4-ply	0 21½
3-ply	0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 0, doz.	5 32
No. 1 doz.	7 13
No. 2, doz.	7 76
No. 3, doz.	8 86

Per nest.

Nests of 3—0, 1 and 2.....$2 38	
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3....	2 95

WOODWARE.

No. 0, per doz.	11 50
No. 1, per doz.	10 00
No. 2, per doz.	8 50
No. 3, per doz.	7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots. 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¾c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 35c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles 15c. In 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). Per cwt.

Barb		2 55
No. 9, coil spring		2 35
No. 9, plain galvanized		2 30
No. 12, plain galvanized...		2 45
No. 13, plain galvanized...		2 55
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅝, $5; 1 inch, $16.80
Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10 Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., dos.	45 25
Eze, 11 in., per dos.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100 00	
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

Wrenches, Trimo, 65 per cent off list.

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	14 50	15 00
Part cask	15 00	15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY).	Per lb.
Raw Umber 100 lb. keg..	0 10
Burnt Umber, 100 lb.	0 10
Raw Sienna, 100 lb. kegs..	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imperial green, 100 lb kegs	0 12
Italian red, 100 lb. kegs..	0 04½
Brunswick green, 100-lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 19
Vermillion, English, bags	1 25
Venetian red, best bright.	0 02
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 04
Yellow ochre, barrels	0 01¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 14
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 13
French permanent green, pure	0 17
Signwriters' black, pure...	0 22
Marine black, 25-lb. irons.	0 08

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre 1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel B.B. 1 65	

GLUE.	Per lb.
French medal	0 15
English common sheet ...	0 12
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 10
Hide, 112-lb. bags	0 15
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 13
Extra	0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 .....10 50	
86 to 90	
91 to 95	
96 to 100	

Double Diamond. Size United Inches.	
Under 26 .....$ 8 60	
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine	9 65	9 80
C.P. Co. decorat'g pu.	8 70	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephens' H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).		
Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt.....	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste).

1 lb. pkgs., 100 lb. lots..	$16 50
2 lb. pkgs., per 100 lbs..	16 50
5 lb. pkgs., per 100 lbs..	12 50
25 lb. pkgs., per 100 lbs..	11 50
100 lb. pkgs., per 100 lbs..	10 00
200 lb. kegs, per 100 lbs...	9 75
300 lb. pkgs., per 100 lbs..	9 25
600 lb. casks, per 100 lbs..	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5 40

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon
Sherwin-Williams paints. base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	1 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle...	1 70
Martin-Senour, 100% pure..	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City....	1 75
Stephens' House Paint (Winnipeg)	1 90
Stephens' Floor Paint (Winnipeg)	1 75
Silkstone Wall Color	2 10

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22¼
1-lb. pack., 100 case.	23½	24¾
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks...	0 08½
Orange Mineral, 100-lb. kegs	0 08¾

PRIMER.	Gal.
Luxeberry Primer $2 25	

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls.	See weekly report.	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. $3 00	

STAINS.	Gal.
Oil, & Spirit, Berry Bros...	$2.50
Water Stains, Berry Bros.	1.25
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans ...	1.15

VARNISHES.

	Per gal. cans
Liquid Granite .....$	3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap...	1 05
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel ...	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pints, gross	9 00
Pure white shellac varnish	2 15
Pure orange shellac varnish	2 00
No. 1 orange shellac varnish	1 85
Kyanize floor finish	3 25
Kyanize cabinet rubbing ..	3 25
Kyanize spar	4 25
Kyanize stains	3 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07½
Standard	0 06⅞
Popular	0 06¾
Keen	0 06¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	0 90
Gilders bolted, in bbls.....	1 00

ZINC (DRY).	
Extra Red Seal, V.M.....	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-	15
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7- 8
Pure in Darmar Varnish.	0 25
Superfine 12	00

USE "MAPLE LEAF" BRANDS LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED. MONTREAL & TORONTO. WARRANTED PURE LINSEED OIL

Our guarantee of absolute purity goes with every shipment.

THE
CANADA LINSEED OIL MILLS,
LIMITED

Mills at Montreal and Toronto



"SUN" Stand Lamp No. 343.
Over 100 snappy styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.
Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly
"The Sun Outshines Them All"
in SALES as well as "SUN" light.

"SUN" Brass Blow Pipe for Plumbers, Painters and Electricians.
IT LASTS
And Does The Work.
Made of best brass.
Send for Catalog and Trade Discount.



"SUN" Brass Blow Pipe is what they all want.

SUN LIGHT COMPANY
1525 Market Street, Canton, O., U.S.A.

Handle your Oils and Gasoline with the
Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg $7 00

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40%; common, 70%.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz: 7¾ to 9 lb., $30.80.

BARS, CROW.
$4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 1½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅜, 50%; 7-16 and up, 40%.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 6¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL.
7½c per lb.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50

LEAD PIPE.
$8.25—$9.25.

LEAD WASTE.
$8.75.

LINSEED OIL.
Raw, per gal., 93c; boiled, per gal., 96c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.
Rim knot lock No. 600, $1.60 per dozen.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 40%.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Gal. Tin	vanized
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 21¼c; 1-lb. pkgs. (case lots), 23½c; ½-lb. pkgs. (case lots), 25½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.95; ⅜, $4.05; ½, $4.70; ¾, $5.55; 1 inch, $8.15; 1¼, $11; 1½, $13.35; 2, $17.80.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.75; ½ inch, $3.35; ¾ inch, $3.95; 1 inch, $5.80; 1¼ inch, $7.85; 2 inch, $12.60; 2½ inch, $20.20; 3 inch, $26.40; 3½ inch, $31.75; 4 inch, $37.60; 4½ inch. $42.35; 5 inch, $49.75; 6 inch, $66.40.

PLASTER. Paris, per bbl., $3.25

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 16c base; British Manila, 13½c base; lath yarn, 10¾c base.
Tarred Marline Hanks, per lb., 26c.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball, $11.20.

SHEET ZINC.
Cask, lots. 13¼c; small lots, 13½c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16 $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 50
8 inch, per doz. 2 37

TACKS.
Carpet, 75-10 per cent. off list
TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.

TURPENTINE.
Per gal., barrel lots, 75c.

VARNISHES.

	Per gal.	cans
Carriage No. 1	1 75	
Elastic Oak	1 90	
Furniture No. 1	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	

VISES.
Peter Wright's solid box vises. 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb
Vitrol, blue stone, per lb., 6c

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead. ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.10; Winnipeg, $2.45; Glidden 2-point, Fort William, $1.92; Winnipeg, $2.25; Baker 2-point, Fort William, $1.90; Winnipeg, $2.22; Alberta 2-point, Fort William, $1.80; Winnipeg, $2.08; American special 2-point, Fort William, $3.05; Winnipeg, $3.45; plain twist, per 100 lbs., Fort William, $1.50; Winnipeg, $1.75; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.40; Winnipeg, $2.80; No. 12 (coiled), Fort William, $2.55; Winnipeg, $2.95; plain galvanized wire, No. 9 (plain), Fort William, $2.35; Winnipeg, $2.75; No. 12 (plain), Fort William, $2.50; Winnipeg $2.90.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRENCHES.
Stillson, 65 and 5% off.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





PILT!! PILT!!—

You could see their faces stiffen like gamblers at a horse-race.

Somewhere out in the harvest fields a guard was racing with a smoking rifle. And not 30 feet ahead a thing called Number-Three-Nine-Seven sprawled in the ripening barley.

The convict---the human---so much like ourselves. His hopes, ambitions, aspirations, the grind of the daily routine. His one determination to set himself right and breathe again the air of the free.

Robson Black, in his lucid style, gives us the true inside story of the Kingston "Pen." Read "A Town in Tethers" in

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for MAY

Pin a Two Dollar Bill to the coupon and send for the special introductory offer TO-DAY



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Please enter my subscription to MacLean's Magazine, to start with May issue. I will remit $2.00 on receipt of invoice for the next eighteen months, in accordance with your Introductory Offer.

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"More Like I Had Last Time"

Dealer's Success is Built on Re-Sales

That dealer prospers who has the same people coming in over and over again. This means he can turn over a good line several times and can buy enough of each to get the best discounts and rebates. When they come back for "More same as the last," you have the right line. The Benjamin Moore Co., Limited, Paint line will hold your own and get new customers. These are Pure Linseed Oil Paints, wonderful covering capacity, and permanent color. They look fine on display and sell themselves after the first trial. The store that stocks *Moore's House Colors—Sells the Most Paint.*

MOORE'S
Pure Linseed Oil
PAINTS
that Guarantee Repeat Orders

MURESCO—*The Best Wall Finish*

THE SQUARE DEAL PEOPLE

Wall paper has to go 'way back and sit down when Muresco comes in. Put Muresco right out "front" and let the public see you have it. Most beautiful wall finish, all tints and colors. Easy to put on with a brush. Does not rub off, and is permanent. That's what makes it such a quick seller. Muresco prices allow a good profit. Write for terms on a trial order and descriptive literature.

Benjamin Moore & Co., Limited

West Toronto

One of the largest Paint Manufacturers on the Continent.

"MADE IN CANADA"

One of the largest Wall Finish Manufacturers on the Continent

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK



Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
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MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

A want ad. in this paper will bring replies from all parts of Canada.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Big Profit and Satisfaction in Selling
"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

SASH CORD
THE BEST MADE
Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
Wholesale Dealers Sell Them

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

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SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON Sales Agents CANADA
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BAR IRON

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited, London, Ont.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.



FORD MASTER VIBRATOR
The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.
GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO.

A Straight Talk from the Advertising Manager

Since the Annual Spring Number of Hardware and Metal was issued, our editors have received letters of congratulation from dozens of Canada's most successful hardwaremen. And, almost without exception, these men have specially mentioned the importance they attach to ideas secured from reading the advertising pages. It is most significant that the big and successful hardware merchants are such close students of Hardware and Metal's advertisements.

There may be an advertisement in this very issue, which will mean hundreds of dollars to you, if you act upon it. Have you read ALL the advertising pages?

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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FOR SALE—AT BARGAIN, TWO TON strictly pure, white lead, also quantity of Maple Leaf paints. Box 181, Hardware and Metal, Toronto. (16)

FOR SALE—GOOD HARDWARE BUSINESS, "Sunny Alberta." Stock and fixtures $8,400.00. Rent building. Write for particulars, Box 175, Hardware & Metal, Toronto. (16)

FOR SALE—HARDWARE BUSINESS IN good farming section. Stock in splendid condition. Good reason for selling. Box 178, Hardware & Metal. (16)

STEEL STACK (SECOND HAND) FOR SALE by large, reliable manufacturer; diameter 27", height 36', lower half ¼" thick, upper half 3-16" thick. Has had one year's usage and is in first-class condition. Address P. O. Box 261, Windsor, Ont. (16)

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SITUATION WANTED—BY LIVE, CAPABLE hardware salesman, with fifteen years' first-class experience, position with Western retail or wholesale firm. Box No. 180, Hardware and Metal. (19)

WANTED — TO REPRESENT CANADIAN manufactured goods in Montreal or Province of Quebec. Highest credentials. X. Y. Z., care of Hardware and Metal, Montreal. (16)

WANTED — AGENCIES FROM PROGRESsive manufacturers for saleable electrical and allied hardware lines. Others don't reply. Can handle your goods to best advantage, having offices in Winnipeg, Regina and Edmonton. Don't procrastinate. Make your arrangements now with Houston & Co., Ltd., P.O. Box 773, Winnipeg. (18)

TRAVELLER—FIRST-CLASS CONNECTION Western Ontario hardware trade manufacturers and contractors, is in position to represent good house on commission basis. Box 172, Hardware and Metal, Toronto. (16)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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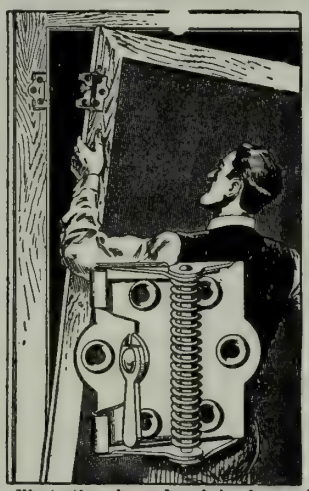
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HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

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Cow Sprayers.
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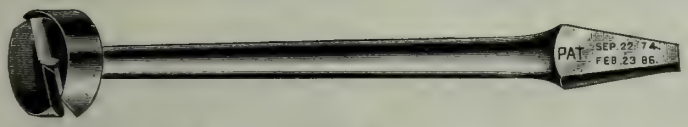
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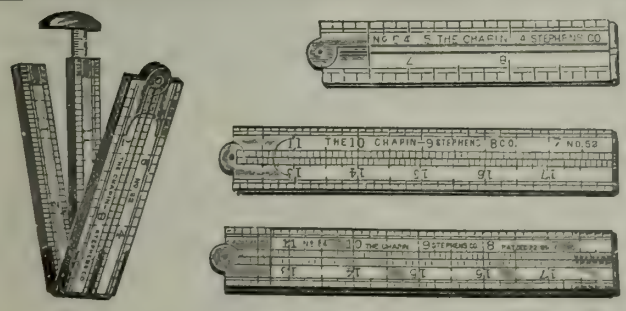
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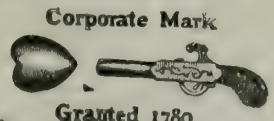
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Supreme Cutlery

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Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Brick.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London,
Taylor Forbes Co., Guelph, Ont.

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.

Fishing Tackle.
Andrew B. Hendryx Co., ven.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags.
Scythes & Co., Toronto.

Flashlights, Electric.
MacKenzie Bros., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.

Flint Paper.
Jno. Oakey & Sons, Ltd., London,

Food Choppers.
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

Folding Tubular Steel Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline.
Pitner Gasoline Lighting Co., Toronto.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

Glass Cutters.
Smith & Hemenway Co., New York.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.

Gravity Electric Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Gravity Lowering Blocks.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.

Guns.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.

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Hangers, Storm Sash and Screen.
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Taylor Forbes Co., Guelph, Ont.

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The Stanley Works, New Britain,

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H. S. Howland, Sons & Co., Toronto.

Hay Unloading Tools.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.

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The Stanley Works, New Britain,
Taylor Forbes Co., Guelph, Ont.

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Chicago Spring Butt Co., Chicago.
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The Stanley Works, New Britain,
The Steel Co. of Canada, Ltd., Hamilton.

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Haven, Conn.
Peck, Stow & Wilcox Co., Cleveland.
The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.

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F. E. Myers & Bro., Ashland, Ohio.

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Stratford Mfg. Co., Stratford, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

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The L. Martin Co., New York.
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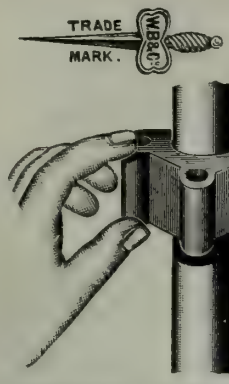
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McClary's, London, Ont.
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Latches.
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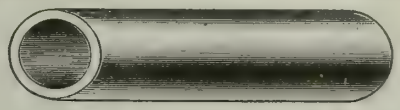
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B. Greening Wire Co., Ltd., Hamilton.
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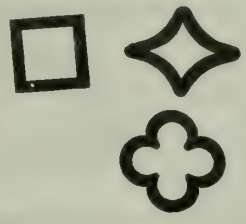
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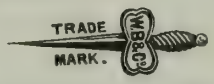
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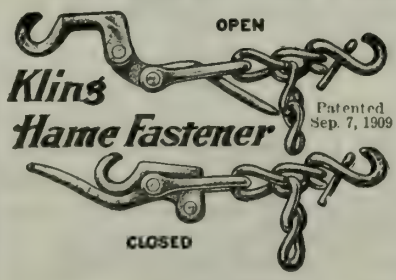
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Hoyt Metal Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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Smith & Hemenway Co., New York.

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MacKenzie Bros., Winnipeg, Man.
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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Smith & Hemenway Co., New York.

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Dominion Iron & Steel Co., Sydney, N.S.
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Parmenter & Bulloch Co., Gananoque.
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The International Nickel Co., New York, N.Y.

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Canadian Consolidated Rubber Co., Montreal.

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Pipe, Galvanized Cond.
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Trimont Mfg. Co., Roxbury, Mass.

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Buck Bros., Milbury, Mass.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Richards-Wilcox Canadian Co., London, Ont.

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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Toronto.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.

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Chicago Spring Butt Co., Chicago, Ill.
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The Can. H. W. Johns-Manville Co., Ltd., Toronto.
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Stains, Wood.
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The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

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Soren Bros., Toronto.

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The Stanley Works, New Britain Conn.

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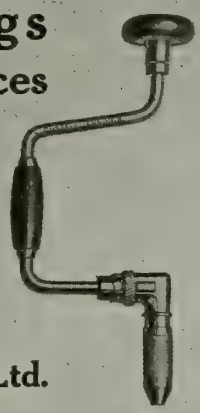
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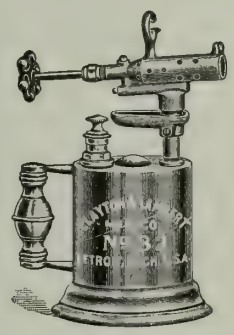
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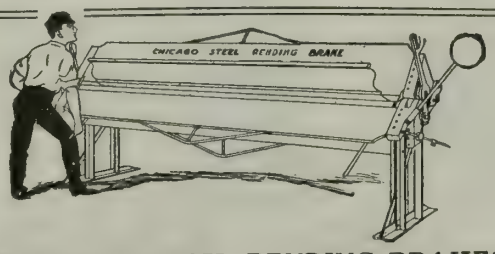


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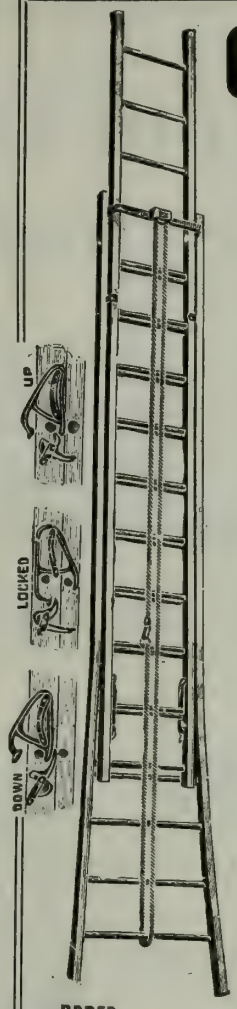
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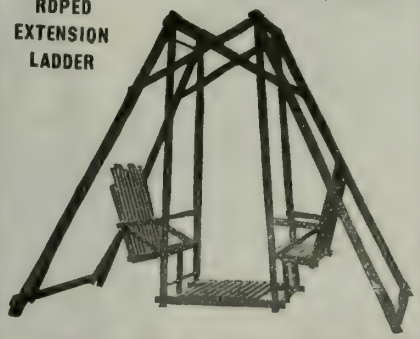
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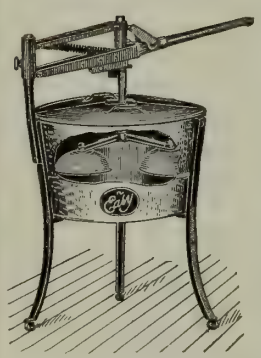
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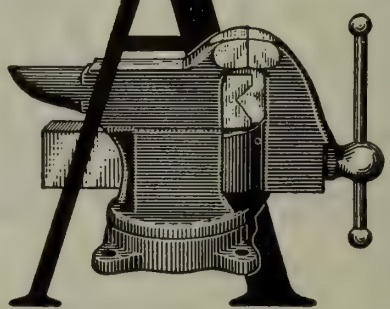
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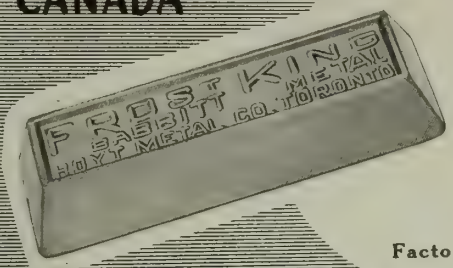
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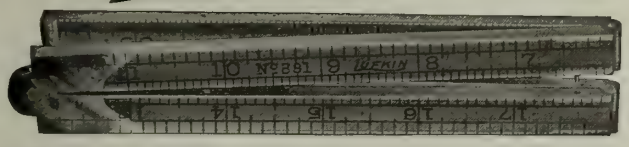
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

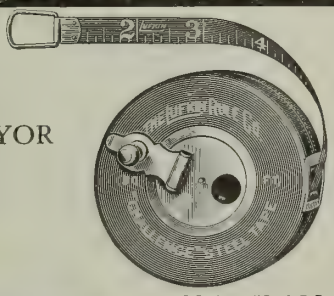
When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN





SOLD BY ALL JOBBERS

The fact that

LUFKIN

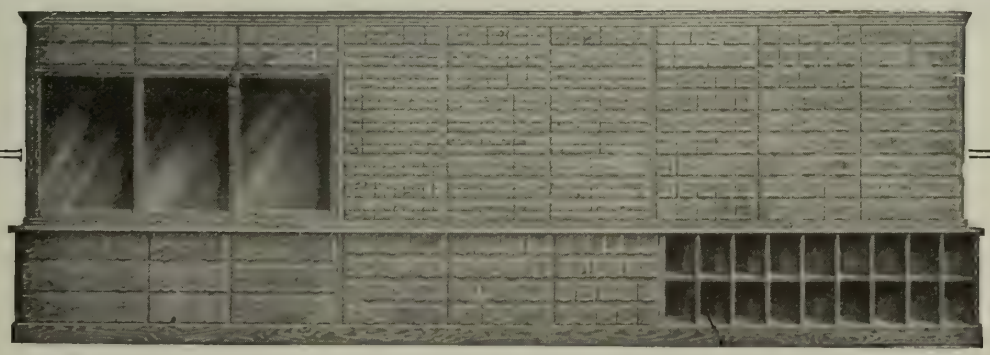
Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

Hardware Manufacturer!

Are You Finding 1915 a Dull Year?

If so, what better policy can you adopt, than that followed by a firm like the American Radiator Co., as described in the April 8 issue of **Printers' Ink?** Note this extract, especially:

> "This policy called for advertising. In 1902 we started using modest space in the magazines, feeling that national publicity would add prestige and the flavor of world-wide renown to our products. But it was not until the panic of 1907 that the tremendous possibilities of advertising as business insurance were brought home to us. On the theory that the time to advertise is when business is dull, we experimented with big space and impressive newspaper copy that year. We came out of the campaign advertising enthusiasts, for our 1908 sales showed a heavy increase over the year before. From that time on, we have carried more 'business insurance' every year—in fact this year we will double the money which we invested last year in newspaper advertising alone. Nor will we shut down in the slightest on our magazine, farm paper or trade advertising."

So much for this progressive firm's policy. Here are the results of that policy:

> "The net earnings of the American Radiator Co. for 1912 were $1,312,052. In 1913 they climbed to $1,696,193; the next year they jumped to $2,081,267, and last year—admittedly an 'off' year for building—the balance sheet shows a net profit of $2,289,075, which is equal to 25.39 per cent. on $8,185,600 common stock."

Would it not be wise for *you* to carry more "business insurance" this year? You must know that stocks throughout Canada are light, and a big buying movement is likely to develop at any time. When Canadian hardware dealers suddenly find it necessary to replenish their stocks on a large scale, their orders will go to the firms whose goods have been kept to the front in Hardware and Metal's advertising pages, during these weeks when merchants are studying their trade paper as they never did before.

May we discuss the matter of "business insurance" with you?

HARDWARE AND METAL

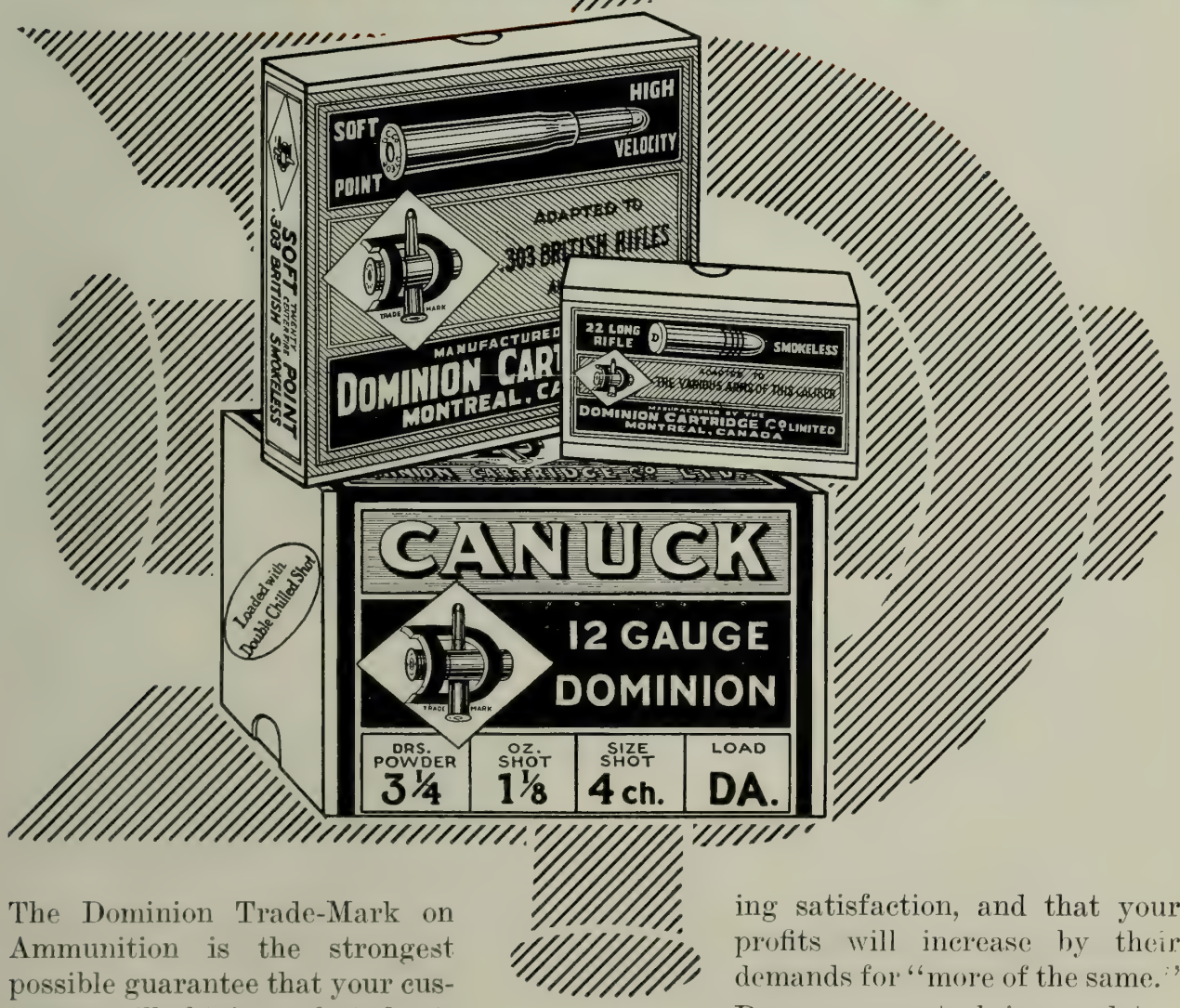
143-153 University Avenue, Toronto

Montreal Winnipeg Boston New York Chicago London, Eng.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 April 24
No. 17 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

The Trade Mark Behind the Goods



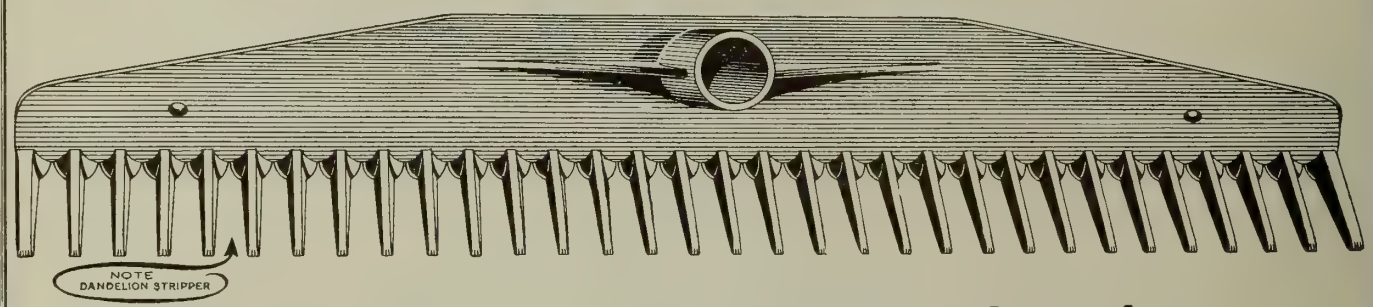
The Dominion Trade-Mark on Ammunition is the strongest possible guarantee that your customers will obtain perfect shooting satisfaction, and that your profits will increase by their demands for "more of the same." Be sure your stock is complete.

Dominion Cartridge Co., Limited

120 St. James Street, Montreal

The J. D. Aluminum Rake

A new invention. Nothing like it ever shown before. For stripping Dandelion Buds it is unexcelled. Does not allow the dandelion to bloom, hence **no dandelions** and is a great boon to all who appreciate a beautiful lawn.



A few reasons for use in selling this rake:

It is a self-cleaning Rake.

Will not injure the lawn as other Rakes do; will pick up matches, peanut shells, cigar and cigarette butts, acorns, pebbles, etc.

Endorsed and used by the City Parks and Garden Departments.

Positively does not injure the crown of grass.

It is not necessary to use a sieve for top dressing—this rake will do it.

The only tool made that will grade a lawn.

Made of aluminum—two-thirds lighter than any other rake.

MADE IN CANADA

(Improved)

Doust Self-Winding Clothes Line

This machine is made of the best material and constructed by skilled mechanics. Contains 110 feet best walk laid linen line.

Our guarantee goes with every machine.

We are receiving daily inquiries from all parts of Canada for this Reel—be the first in your town to stock this article and secure a large increase in business.

We do not ask for quantity orders.

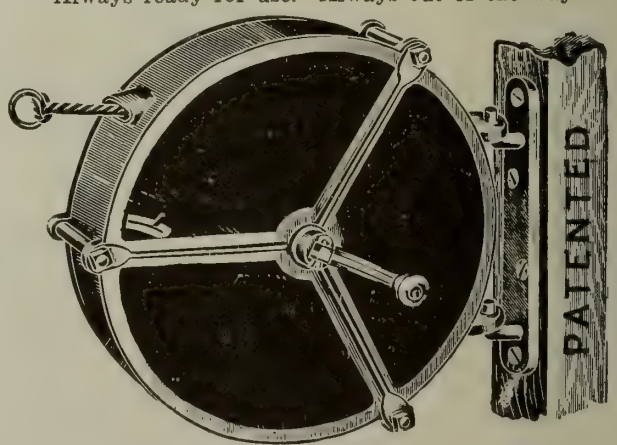
This machine is a Winner.

ADVANTAGES.

1. Removes all unsightly lines and reels from the lawn or yard.
2. Line is always ready for use.
3. Line is always clean and dry.
4. Can be attached to a building, fence or post.
5. Is light; can easily be put up or taken down.
6. Can use in yard, verandah, washroom, cellar, garret, bathroom, etc.
7. Can use from 1 ft. to 110 ft. of best linen line.
8. Woman or child can operate and tighten as desired.

MADE IN CANADA.

Always ready for use. Always out of the way.



The Doust Specialty Co., Limited

77 YORK STREET, TORONTO

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

GUARANTEED

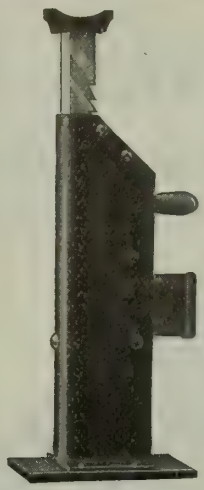
IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Accessories. Here are





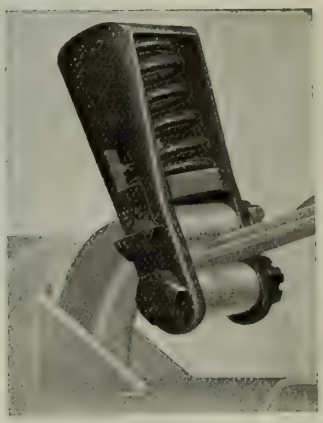
Three Winners

No. 501—TIRE SAVERS.—Every car needs them every night. Retail $4.00 per set.

No. 100—CRACKERJACK.—Simple, strong. Sells for $1.60. Has no equal under $3.00.

No. 297—SHOCK ABSORBER.—Every Ford car needs them. Retail $8.00 a set.

Write Us To-Day



You can sell one or more of these three to every car owner in your town.

GET BUSY.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.



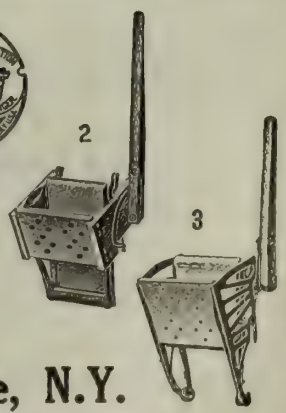
THE WHITE MOP WRINGER

always bears this trade-mark

LOOK FOR IT.







Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.

UNIVERSAL
Food Choppers

Chop all meats, fruits, nuts, vegetables, etc., into clean-cut, uniform pieces, fine or coarse as desired, without tearing or crushing the food or wasting the juices.



The UNIVERSAL Food Chopper is profitable to handle and easy to sell. Housewives everywhere know its advantages and realize that it is a kitchen necessity —a time-saving, labor-saving, food-saving appliance, easy to operate and easy to clean. It does the work of the old-fashioned chopping knife and bowl in one-fifth the time.

With your first order for 1 dozen UNIVERSAL Food Choppers we send you, free of charge, a handsome "silent salesman" display stand, together with show-cards, lantern slides, newspaper electros, etc., such as you desire.

The UNIVERSAL is the only shear-cutting self-sharpening Food Chopper on the market. Every time the UNIVERSAL Food Chopper is used the beveled cutting edges sharpen themselves on the beveled edge of the disc against which they rotate.

This is a distinctive UNIVERSAL feature which means the greatest cutting efficiency with no sharpening expense and no dull cutters, even if the chopper is used a lifetime.

UNIVERSAL Food Choppers are made in four sizes:

No. 0—Small Family Size **No. 1—Family Size**
No. 2—Large Family Size **No. 3—For Hotels, Restaurants, etc.**

Prices range from $1.75 to $3.00

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U. S. A.

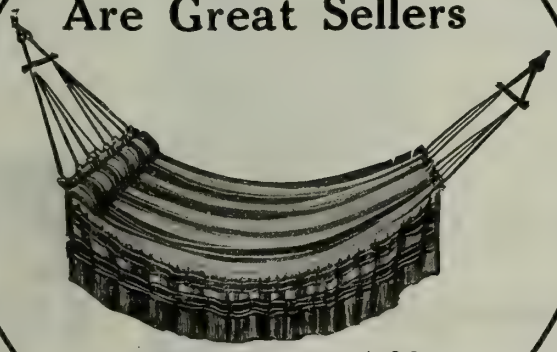
UNIVERSAL

HAMMOCKS
MADE IN CANADA
FOR THE CANADIAN PEOPLE

The Season is Now Approaching
FOR
This Very Essential Summer Line

Couch Hammocks
Swing Hammocks
Baby Hammocks
in
Awning Stripes
Plaid Stripes
and
Oriental Designs

Our Hammocks Are Great Sellers



A Nice Display Adds Attraction to the Store

Open Weave
Twill Weave
Corded Weave
Canvas Weave
Damask Weave
French Tapestries
and
Gobelin Tapestries

Give your attention to profitable lines for which there is a sure sale!

Let the other fellow have the nail business!!

LEWIS BROS., LIMITED
MONTREAL

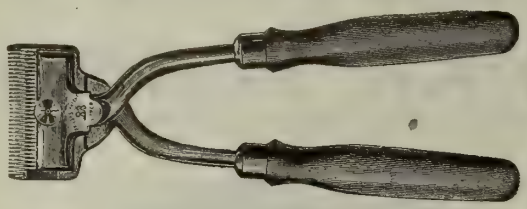
P.O. BOX 1450

PRIEST'S HORSE and TOILET CLIPPERS

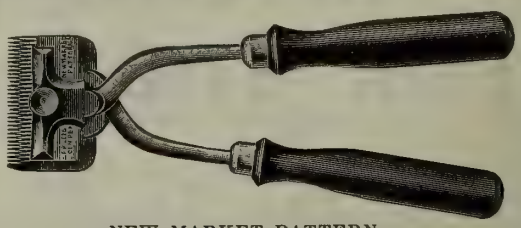
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

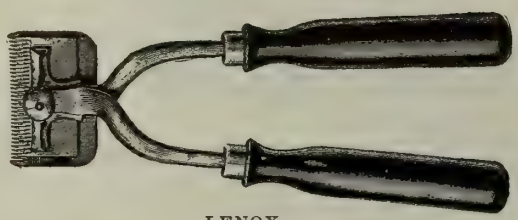
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

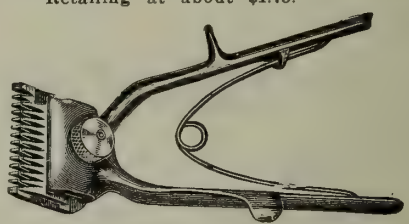


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Boost Goods made in Canada

Keep Canadian Labor employed

You can help by insisting on having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO, CANADA





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.



GARBAGE CANS



Every genuine Clean-Up Campaign should include a proper garbage can, and you should handle the best. **SMP** offer three sizes: small (No. 1), medium (No. 2) and large (No. 3)—HOT GALVANIZED—nestable—deep-rimmed seamless covers, fitted with dog-proof cover fasteners—attractively labeled.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



The Fight for Durability

Chapter XIII.

Too much attention cannot be paid to heat treatment of iron or steel all along the line.

To insure uniform heat in our annealing ovens no guesswork or judging of the temperatures by the eye is permitted. The temperature of the furnaces is accurately measured with the pyrometer, which is an instrument used for determining temperatures too high to be measured with the ordinary form of thermometer.

Hard places, stresses and strains make a sheet unfit for proper working qualities and are accelerators of corrosion, because they cause differences of potential on the surface of the sheet.

ARMCO IRON
Resists Rust

The annealing of American Ingot Iron by pyrometers guarantees a soft, ductile, workable sheet with stresses and strains entirely removed. Careful attention to every detail of manufacture places at the pinnacle of rust-resistance—Armco-American Ingot Iron.

The O.K. Sheet Metal Works, of Muskogee, Okla., has this to say of its working qualities:—

"I have just completed the Sheet Metal Work on the U.S. Post Office and the M.O. & G. Railway Shops, both in this city. On the former I used your ARMCO Roofing Tin, and on the latter your American Ingot Iron.

"I believe that if the Sheet Metal Workers would use more of this material it would not only help their business and make their customers permanent, but on account of its soft and pliable condition they would be able to save more than its extra cost in labor, as I have done in many cases.

"I wish you success in your efforts toward getting this material used more generally throughout the country."

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

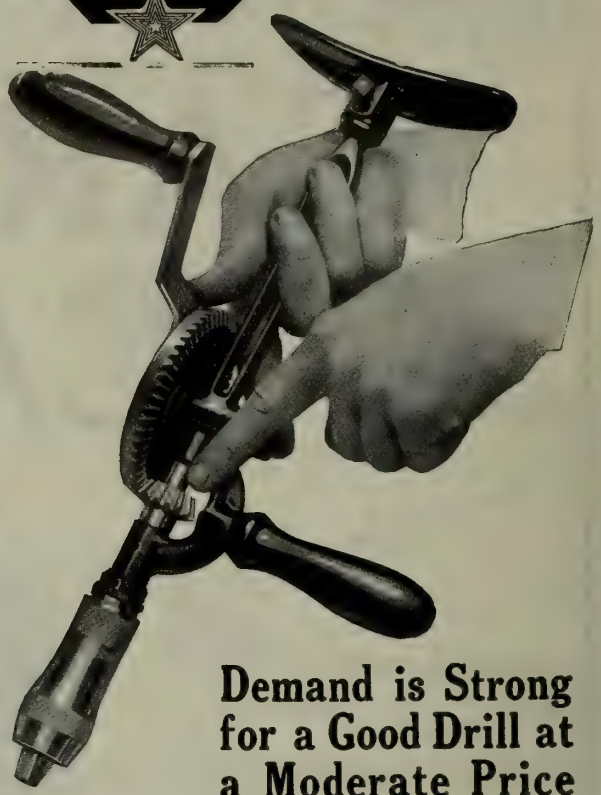
Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

MILLERS FALLS TOOLS



Demand is Strong for a Good Drill at a Moderate Price

Here is the drill that fills the gap between the cheap drill and the costly one.

MILLERS FALLS
BREAST DRILL No. 112

It is designed to appeal to that large class of buyers who are looking for a sturdy, practical, serviceable drill at moderate cost.

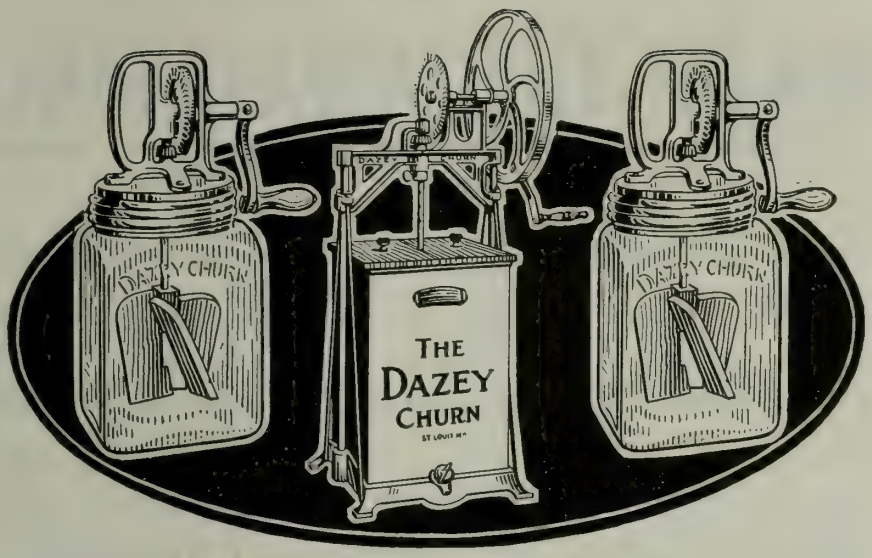
Fitted with Barber Chuck for holding square taper stock shanks. It will also grip many round shanks, principally from 3-16 to 3-8-inch. Drop-forged steel jaws, machine-cut gears, small ones from steel. Gear ratio, 3½ to 1. Larger gear diameter, 4 inches. Hardened steel washer as thrust bearing, breast plate removable, and adjustable to different positions.

You should certainly stock this Breast Drill and also Millers Falls Hand Drill 1980, Bit Brace 872, Hack Saw 1027 and Bench Drill Press 210—other Millers Falls tools of established quality and in strong demand.

Send For Catalog Showing Complete Line.

MILLERS FALLS CO.
MILLERS FALLS, MASS.

Millers Falls will exhibit in Block 26, Avenue D, Manufacturers' Building, Panama-Pacific Exposition.



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle ot separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.

DAZEY CHURN & MFG. CO.
WARNE AND CARTER AVES.
ST. LOUIS, MO.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

BUFFALO



"A" GAS ENGINE OIL

is offered as a

SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customer this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited

WINNIPEG, MAN.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

"TIGER" White Lead





THE LEAD WITH THE SPREAD

"TIGER" WHITE LEAD DOES NOT CRACK, BLISTER OR PEEL, BUT WEARS DOWN GRADUALLY, AND AFTER YEARS OF SERVICE IT STILL FILLS THE PORES OF THE WOOD, RESISTS MOISTURE, AND PREVENTS DECAY OF THE PAINTED SERVICE.

We also Manufacture and Guarantee Our:

WROUGHT PIPE, STEEL BARS, BOLTS AND NUTS, PUTTY, TACKS, SHOT, NAILS, RIVETS AND BURRS, POLE LINE HARDWARE, HORSESHOES and **HORSE NAILS.**

Prompt shipments made from well-assorted stocks.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

NEPONSET
Paroid Roofing

Paroid Roofing is the foundation on which the roofing and building product business of more successful NEPONSET Dealers has been built than any other one item.

It will be the standard as long as ready roofings are made.

It is also the basis of the highest grade colored roofing ever produced — the attractive green and red Proslate Roofing.

It is distinctive as are all NEPONSET Products—NEPONSET Wall Board, NEPONSET Waterproof Building Papers, Granitized Shingles, etc.

Write us for further information in regard to any of these Canadian-Made quality building products.

BIRD & SON
Dept. H.
Heintzman Building, Hamilton, Ont.
Montreal St. John, N.B. Winnipeg Calgary Vancouver

COUPON

BIRD & SON, Department H,
Hamilton, Ontario.

Please send "Repairing and Building." Check
Also send your special proposition for 1915 on your full line of roofings. ☐
Your full line of Wall Board and other Products. ☐

Name .....

Address .....

FLASHLIGHTS HAND LANTERNS



Incandescent Lamps and Electric Specialties.

Always the latest and best in electrical novelties.

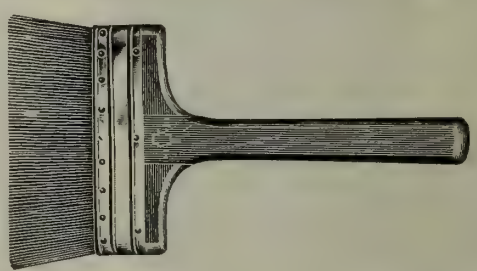
Our new illustrated **Spring Catalogue** will be ready for distribution April 1st, showing many new additions to the Franco line.

Franco Products are sold through various distributors throughout the country to insure prompt deliveries.

Write for Booklet and Prices, and we will quote and name you distributor in your locality.

INTERSTATE ELECTRIC NOVELTY CO.
of Canada, Limited
220 King St. West, TORONTO, ONT.

KALSOMINE BRUSHES
are now in demand.



This cut represents one of the money-makers which we offer. They are most securely made, even in the lowest-priced Brushes, and are well finished. There is no line of Kalsomine Brushes on which you can get as good a profit as on Keystone Brand.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN, ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

STARTING NEXT WEEK

Thousands of dollars will be spent by The Imperial Oil Company, Limited, in advertising *New Perfection Oil Stoves* to the people of Canada in magazines, farm papers and newspapers.

NEW PERFECTION OIL COOK-STOVES

New Perfection Oil Cook Stoves, for years known as the best that can be produced, are now MADE IN CANADA by The Perfection Stove Company, Limited, Sarnia, Ontario.

When you push New Perfections, you are pushing *Canadian* goods and the best known oil cook stove on the market.

New Perfection Oil Cook Stoves are durable, simple in operation, and suitable for all kinds of cooking the year round. Especially popular in summer because they keep the kitchen cool and clean.



Made with 1, 2, 3 and 4 burners, cabinet tops, drop shelves, towel racks, etc.

For Catalogue and Price List address the nearest office of

THE IMPERIAL OIL COMPANY

LIMITED

TORONTO	MONTREAL	ST. JOHN	HALIFAX	WINNIPEG
REGINA	SASKATOON	CALGARY	EDMONTON	VANCOUVER

THE IMPERIAL OIL COMPANY LIMITED — HEAT LIGHT POWER LUBRICATION

Made in Canada

No Falling Bristles



Flexibility assures easy manipulation

Meakins Brushes

please the best of painters



They'll get you the "cream" of the brush trade

They are under the workmanship of experts from the selection of material to finished product—in Canada.

Send for our catalog — then order from your jobber. If he cannot supply you, we will do so, quickly.

MEAKINS & SONS, Ltd.
HAMILTON, ONT.

Warehouses: Winnipeg, London, Toronto and Montreal.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

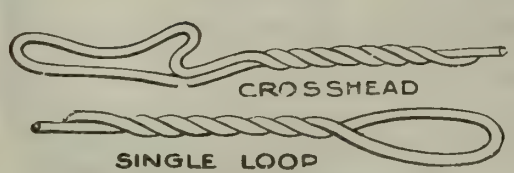
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Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



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Therefore are dead true and square.

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Therefore are snug at joints.

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TORONTO and WINNIPEG

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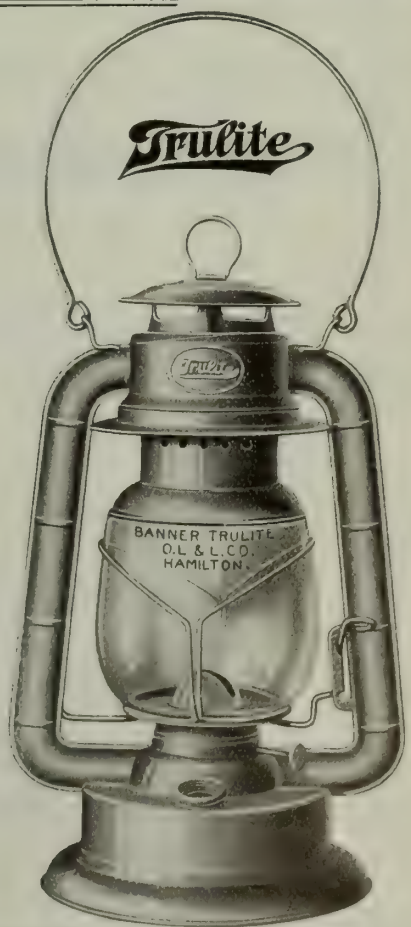
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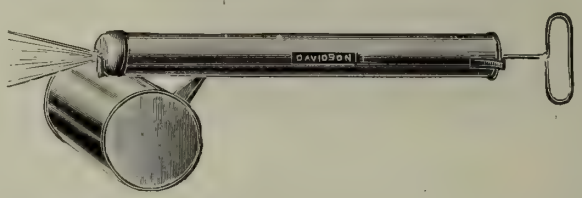
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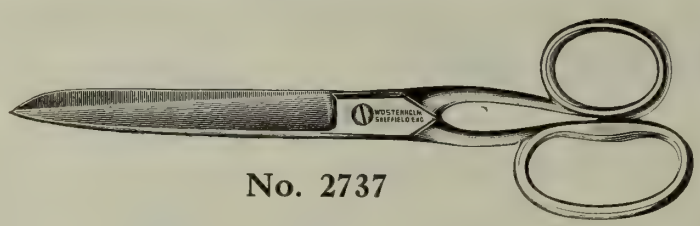
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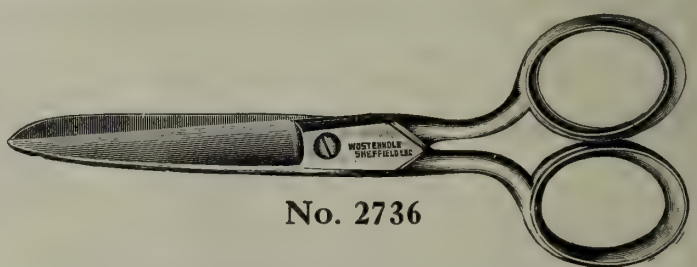
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A. Macfarlane & Co., Montreal
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No. 2736



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A Starrett Micrometer in a Plush-Lined Case

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The fact that mechanics take so much pride in the possession of fine tools has made our *micrometer cases* very popular with them and consequently ready sellers for the dealer. This is because the case furnishes suitable protection for a highly prized instrument. The price of the leather-covered, velvet-lined case for ordinary sizes of micrometers is fifty cents. Price of 3″ micrometer $6.00.

Send for supply of catalogs No. 20-M.A. to distribute to Mechanics.

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World's Greatest Toolmakers

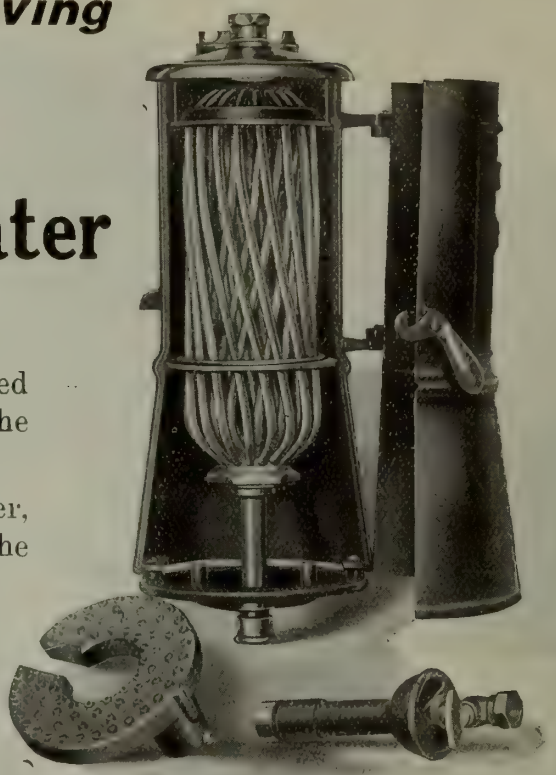
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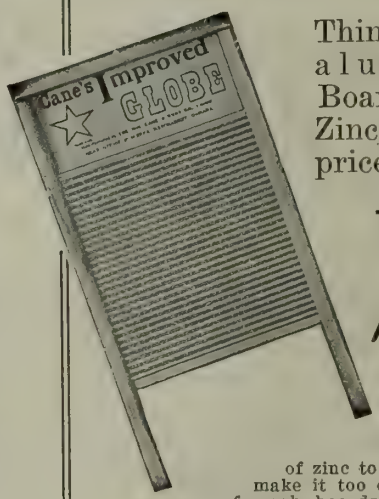
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¶ You should have them in stock. They will prove themselves sellers.

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WAR *has raised the price*

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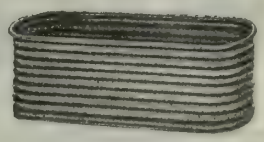
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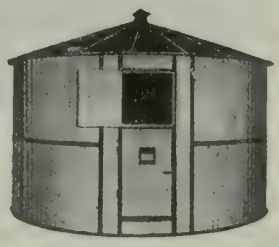
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For All Sheet Metal Lines,
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for the new .410 Shell and popular .44 Caliber Cartridge



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Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

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.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

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OF ALL DESCRIPTIONS

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We Guarantee Quality and Service.

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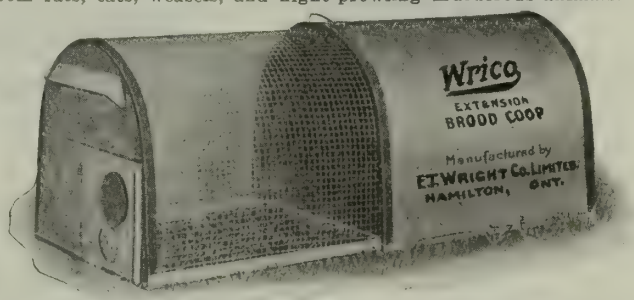
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Made of heavy Galvanized Iron, and RE-Galvanized wire mesh cloth—absolutely rustproof.

Shipped nested 3 in a crate.

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

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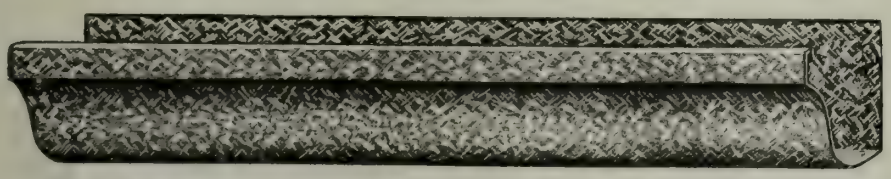
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 24, 1915. No. 17

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High-Grade Genuine Charcoal Plates
Tissue Packed

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., Limited
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HARDWARE AND METAL

Vol. XXVII. APRIL 24, 1915 No. 17

Hints on Trade With Canada

Trade Commissioner for Canada Addresses Combined Meeting of Engineering and Metal Trades Section of the London Chamber of Commerce — Canadian Criticisms of British Methods.

C. Hamilton Wickes, H. M. Trade Commissioner for Canada, recently addressed a special combined meeting of the Engineering and Metal Trades Section of the London Chamber of Commerce, which, according to The Ironmonger, was not so well attended as it deserved to be. Mr. Wickes had some pertinent information to impart concerning trade conditions in the Dominion. Among other matters he dealt with the Canadian railway requirements. The railways of the Dominion were largely owned in England, said Mr. Wickes, but in spite of that fact the purchasing agencies and the practical control were to a great extent in the hands of Americans, and one result was that the United States received favorable consideration when materials were required. A good deal of machinery was likely to be wanted for new docks at Halifax, the money for which had been asked for in England, but the orders would probably go to the States. The engineers there who might secure the business would in all probability borrow British ideas in order to carry out the contracts. As far as he knew, no British stockholder in Canadian railways had raised a voice of protest against that sort of preferential treatment.

Broadly, all the merchandise which was imported into Canada could be divided into two classes: (a) Articles which found their way through wholesale and jobbing houses into the retailer's hands and thence to the public, and (b) articles which never reached the public at all either because they were required for national or municipal purposes, or because they were in the nature of machinery, material, and semi-finished material for use in Canadian manufactures. There seemed to be a lack of understanding that the man who could sell the first class of goods was rarely able to find a market for the second. In the second group the American had special advantages over British makers, arising from geographical position and similarity of standards and currency. What was required was a system of associating groups of makers into single selling agencies.

Mr. Wickes next referred to typical Canadian criticisms of British business methods. They were mostly respecting bad invoicing, inattention to details, shipment of goods without the documents, or the despatch of documents without the goods; but the speaker emphasized one new point arising out of differences of currency. Discounts which worked out satisfactory in British sterling prices did not always do so in dollars and cents; Mr. Wickes reminded his hearers that most of that work was done actually by principals, who often got tired of the difficulties involved. Turning next to the taking up of agencies in Canada for British firms, he did not advocate whole Dominion agencies; it was better to recognize geographical limitations and divide Canada into the East, the Prairie Provinces, and British Columbia. Business in hardware had to be done through men who worked on their own catalogue, which sometimes cost £3,000 to produce. Ten per cent. advantage was not always sufficient to induce such a man to remove an American name from the catalogue to make room for a British concern. These catalogues covered a very wide range of hardware, builders' goods, household ware, and edge tools in great variety. He pointed out also that in making quotations to a Canadian agent the price should include an adequate remuneration for the man on the spot. It was a curious fact that an agent was not always willing to go out for business with a net quotation to which he had added 5 per cent. for himself. He was much more enthusiastic if supplied with a manufacturer's quotation including 10 per cent. discount for himself, and would often take something off his own margin in order to land the business.

Mr. Wickes reminded his audience also that in some cases it was necessary to finance business, and that was a matter which wanted thinking out at a time when an agency was fixed. It was no good leaving it till there was a chance of securing an order. His remark referred particularly to specific orders for comparatively large amounts. He in-

(Continued on page 36.)

IN NEXT ISSUE.

The next issue of Hardware and Metal, appearing on May 1, will have, in addition to the many regular weekly departments, a number of features worthy of special mention. One article will give details regarding the law governing the sale of Paris green, wood alcohol and other poisons usually sold in hardware stores. Owing to the fact that Government officials have recently prosecuted a number of hardware merchants for not complying with the law governing the sale of poisons this article should prove very timely and instructive. Article No. 5 of the series, "How Hardware Goods Are Made," will also appear in the next issue. This article, splendidly illustrated, will describe in detail the process of manufacture of hand saws.

Another timely article by R. T. D. Edwards will appear. This article also illustrated, will show how attractive display cards can be made from advertisements which appear in this issue of Hardware and Metal.

A new addition to Hardware and Metal's electro assortment will also be introduced in the next issue.

"The Strength and Weakness of the Mail Order House," a special article by Duncan G. George, will also appear next week. Every small town merchant should watch for this article. In addition to the above there will be many other interesting features in next week's issue. Watch for it.



Top picture presents a good view of the harbor at St. John, N.B. This is one of Canada's finest shelters. Bottom picture shows a slip of the harbor at high water.

The above is a view of a harbor slip at low water. Note the boats on dry land.

Live Problems of New Brunswick Merchants

Two Days' Convention in St. John Brings to Light Many Things That Are of Vital Importance to the Trade of That Province—Resolutions Were Many and Covered Wide Field —Fredericton Gets Next Convention.

Staff Correspondence.

ST. JOHN, N.B., April 21.—When the first convention of the New Brunswick Retail Merchants' Association closed last week in St. John, under the auspices of the Dominion body, there was not one among its steadily increasing roll of members but felt that the movement for organization in this province was a distinct success. The convention held in the Seamen's Institute was well attended; the delegates came from different parts of the province; they heard addresses of interest on many matters pertaining to the welfare of the retail trade; they discussed freely among themselves items tending to promote the better interests of all; and they realized the force of the time-honored maxim regarding unity and strength.

The convention was a success. All those in attendance at the sessions felt that they had profited considerably thereby. The discussions on the various resolutions submitted brought out much valuable information regarding methods of business in New Brunswick, and showed wherein the retailer could benefit himself and his customers if there was an adoption of the improved modes suggested. Undoubtedly much good will result from the convention. The delegates were enthusiastic concerning it, and before the next annual session, which is to be held in Fredericton, convenes, it is anticipated that there will be a big increase in membership.

A. O. Skinner, of St. John, presided at the meetings, and was honored with being re-elected to the office of president.

The Opening.

Following the preliminaries attending the opening, such as registration, issue of credentials, and other details, the convention settled itself into a business-like routine. The chairman gave an address concerning the growth of the association, expressing satisfaction with the large attendance, and extending a hearty welcome to the out-of-town delegates. There were, he pointed out, already over 1,000 members enrolled in the province, and the number was rapidly increasing. The various retailers of St. John paid in the neighborhood of 75 per cent. of the taxes of the city. After expressing his delight at seeing so large and representative a gathering, the president introduced his Worship Mayor Frink, who, in a few well-chosen words, welcomed the delegates to St. John and wished them every success in their efforts to promote the best interests of the cause they represented.

A reply in behalf of the delegates was given by E. M. Trowern, of Toronto, Dominion secretary, who voiced the gratitude of the gathering for the kindly words spoken, and spoke of the pleasure the association felt in holding the convention in this city, paying a neat tribute to St. John as an excellent location for the development of trade, and for its value as a port to the Dominion.

A. E. Murray, of Fredericton, made many suggestions concerning the retail trade in the province and spoke of the different problems with which the average dealer had to contend in the course of business.

Resolutions.

Various important resolutions were dealt with as follows:—

"Resolved, that having received a number of complaints from the mer-

chants doing business in the border towns that goods are being smuggled in without paying duty, wewould recommend that this matter be referred to the Dominion Board to be taken up with the Minister of Customs and endeavor, if possible, to have this evil remedied.''—Carried.

"Resolved, that as taxes are being collected from all retail merchants throughout the Province of New Brunswick for the purpose of maintaining the various towns, cities and villages, and licenses are being paid to maintain those municipalities, a large amount of trade is being done through the mail order houses, which are taking away a large percentage of the business which properly belong to the province, and that no remuneration is being received by those municipalities for this loss of business; and that this meeting recommend that this subject be referred to the incoming executive, and that they advise some plan for its remedy, and submit the same at the next meeting of the Dominion Board.''—Carried.

"Resolved, that it is the opinion of this meeting that it is advisable that a Bulk Sales Act should be placed upon the statutes of this province that should make provisions so as to be applicable to all commercial classes, and we would suggest that a recommendation should be sent to the Dominion Board asking them to consider the advisability of having a Bulk Sales Act applicable to the whole Dominion and placed upon the Dominion statutes.''—Carried.

It was explained that a Bulk Sales Act had been before the Legislature of the province at the present session, but had been opposed by the merchants, their opinion being that such an Act should be adopted by the Dominion Parliaments.

"Resolved, that it is the opinion of this meeting that if it is deemed advisable to make any change in the Assessment Act of the province, that the executive be requested to see that the interests of the retail trade be properly protected.''—Carried.

At a subsequent meeting held on the same evening it was unanimously decided to appoint a special committee to bring in a report on this subject.

Want Amendment Re Garnishee.

"Resolved, that it is the opinion of this meeting that some system should be devised whereby small accounts could be garnisheed, and that the Garnishee Act should be amended to meet this requirement.''—Carried.

"Resolved, that this meeting endorse the proposal recommended by some of our sister provinces, that a change be made in the 'Lord's Day Act,' whereby customers who purchase goods on Sunday be held equally liable with the vendor selling the same, and that this matter be referred to the Dominion Board.''—Carried.

"Resolved, that as some members of our association have requested that the subject of the association having a fire insurance department and also a fire adjuster to protect the interests of the members be considered at this convention.'' Referred to the executive for further consideration.

Would Abolish All Premiums.

"Resolved, that it is the opinion of this meeting that an amendment be made to the criminal code, whereby all lottery, guessing and voting contests, as well as premiums placed in or on products by manufacturers, be abolished.''—Carried.

"Resolved that, in view of the fact that freight charges are being paid by some merchants and not by others, that we deem it advisable that all our members be notified that if they do not wish to pay cartage charges that they specify this when purchasing their goods.''—Carried.

"Resolved, that it is the opinion of this meeting, and that this convention recommends that it would be a great advantage to the retail merchants of this province, that when any changes are being made in our provincial laws that the same be submitted to the Dominion Board, and that information be received as to how such proposed legislation, if in force, operates in other provinces.''—Carried.

"Resolved, that it is the opinion of this meeting that the system adopted by a few retail merchants to advertise well-known lines of goods at or below cost, in order to induce customers to purchase other lines of goods, out of which they make large profits, is not in the best interests of retail merchandising, and it is deceptive to the general public.''—Carried.

Unfairness of the Farmer.

"Resolved, that in view of the fact that the Dominion Government is spending large sums of money to encourage farmers to increase their products, and also in experimental stations and in educational campaigns, which money comes out of the common treasury of the Dominion, and which money is paid to a large extent into the treasury by the retail merchants when they pay duty on the goods they carry in stock; and in view of this fact, we greatly deplore the action of some farmers, who evidently have not the welfare of Canada at heart, in advocating the abolition of retail merchants, by buying goods in carload lots for the purpose of distributing them among themselves, thinking thereby that they are saving money, whereas they are doing an injury to themselves as well as to the retail merchants and the public at large, and we, therefore, recommend that this meeting ask the Dominion Board to take this matter up, and take such action as they deem advisable by calling the attention



Queen's Square, St. John, N.B., which is a popular part of the city in the spring and summer months.

of the Dominion Government to the same."—Carried.

"Resolved that, whereas in our opinion if any error has been committed in the purchasing of some war supplies, it has been on the part of the heads of the departments of the Government in not consulting with qualified retail merchants who understand the quality of the products made by the manufacturers of Canada, and who could have advised the Government as to the prices and the quality of the goods they desired to purchase, and who would furthermore have been only too pleased to have given their advice absolutely free had the Government notified the retail merchants either directly or through the officers of the Retail Merchants' Association of Canada; and this meeting, therefore, ask that a copy of this resolution be forwarded to the secretary of the Dominion Board, so that a copy of the same may be submitted to the secretaries of other provinces and forwarded to the Premier of the Dominion, as well as the Department of Trade and Commerce."—Carried.

"Resolved, that it is the opinion of this meeting that for the purpose of securing the better enforcement of the 'Pedlar's License Act' throughout the Province of New Brunswick that a license fee be charged by the Provincial Government to all pedlars, and that a portion of this be given to each municipality for the purpose of seeing that the law is enforced."—Carried.

"Resolved, that whereas no provision has been made up to the present time, either by the Provincial or the Dominion Government, to provide a proper system for prosecuting those giving short weights and measures in any municipality throughout Canada, that this meeting recommends that some provision be made for the same, and that this matter be referred to the Dominion Board."—Carried.

It was asserted in the discussion upon this resolution that old-fashioned scales were being used in St. John that were by law made illegal over a year ago, and apparently no one was being prosecuted.

"Resolved, that whereas provision has been made by the Provincial and Dominion Governments to have Ministers at the head of the various departments of the Government, such Ministers of Agriculture, Ministers of Labor, etc., that we regret that no provision has been made in this Province for Minister of Inland Trade whose time and attention could be given to the question of retail distribution and retail distributors, who have more money sunk in their operations in this province than all the other interests combined, we therefore urge the Government that such a Minister be appointed."—Left to executive.

"Resolved, that it is the opinion of this meeting that the same rights and privileges be given to all retail merchants, as is now given to hotel keepers who have the power under the Criminal Code to arrest and prosecute their delinquents who endeavor to escape their bills."—Carried.

"Resolved, that it is the opinion of this meeting that greater co-operation between the press and the retail merchants of this province would be in the best interests of both as well as the general public."—Carried.

"Resolved, that in the opinion of this meeting it would be a great benefit to the merchants of this Province if a Dominion Act was passed whereby inter-provincial judgments could be secured throughout Canada, and that we recommend this matter be referred to the Dominion Board to be dealt with."—Carried.

The Adulteration of Food.

"Resolved, that whereas considerable annoyance has been given some merchants who have been prosecuted for having in their possession adulterated goods, which they were not aware of, and they have been forced to pay fines, we recommend that all such cases be forwarded to the secretary of the New Brunswick Board, and that letters be sent out to the members of the section of trade so interested, advising them of the name of the manufacturer selling such adulterated goods, and that the same be communicated to the Dominion Board, so as to have the matter placed before the members in other provinces, and in this way warn the merchants against handling these goods, and stop the sale of same."—Carried.

"Resolved, that we recommend that an 'early closing' Act be applied for in this Province and that it contains provisions to operate for any afternoon in the week, as well as for certain hours during the day."

This resolution evoked considerable discussion and was strongly opposed by several delegates. It was contended that the proposed legislation was unworkable and could not be made applicable to all localities. It was finally withdrawn.

"Resolved, that whereas the Dominion Board of our association in convention assembled has adopted the resolutions passed by the Provincial Board of our province, that the fees for the inspection of weights and measures be abolished, as the inspection is for the benefit of the general public and should be paid for out of the funds of the Dominion treasury that we endorse the action of the Dominion Board, and forward this resolution to them, and promise to give them all the assistance that we can in having this resolution carried out."—Carried.

Delegates were very emphatic in condemnation of the present system of inspection and especially the collection of fees and cartage.

"Resolved, that it is the opinion of this meeting that we should place ourselves upon record as being opposed to the principle of any municipality going into competition with retail merchants who pay taxes in the municipality."—Carried.

"Resolved, that it is the opinion of this meeting that a Provincial Act be placed on the statute books defining the quantity of butter fat at which milk should be sold at, and regulating the conditions under which milk should be sold."—Carried.

Some very strong sentiments were expressed by delegates on the kind and quality of milk sold in St. John under present methods.

"Resolved, that we urge every newspaper in the province publishing wholesale prices of foodstuffs or other merchandise to discontinue same, as it is of no value to either the retail merchant or the consuming public, and it creates an impression among the consumers that retail merchants should sell at the prices advertised. This we feel is an injustice to the retail merchant."—Carried.

"Resolved, that it is the opinion of this meeting that the press of this province should be asked not to accept any advertising from retail catalogue houses, as it is not in the best interest of the community to advertise or advocate sending money away from the home town."

It was ordered that this be left in the hands of the executive to consult with the newspaper proprietors concerning the same.

"Resolved, that it is the opinion of this meeting that as the Landlord and Tenants Act is not satisfactory to our members, that the Executive be requested to prepare amendments to the same and report at the next convention."—Carried.

It was shown in the discussion upon this resolution that where a tenant moved out of a property without paying the rent that the goods of any incoming tenant could be seized for the same and merchants had frequently lost goods such as carpets and housefurnishings by placing them in houses where the rent had not been paid.

Favor Daylight Saving Scheme.

"Resolved, that this convention considers that it would be an advantage to have a daylight hour put into operation in such localities as may require the same and that this matter be left with



The delegates to the Convention got their pictures taken in the grounds of the Atlantic Sugar Refinery. This is always one of the pleasant features of merchants' conferences.

the Executive to submit to the various branches."—Carried.

"Resolved, that this convention recommend that if any member of any branch of our association in this Province, receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler, either in this or any other province, that the same be submitted to the Secretary of the Province so that it can be investigated and action taken thereon, if it be deemed advisable."—Carried.

"Resolved, that whereas it has been called to our attention that certain manufacturers of nails in Canada are selling their products at a less rate to retailers in the border towns of the United States, than they are to those in Canada, and as a result customers of merchants in Canada are buying their nails from across the line instead of in their home town, that the matter be taken up by the executive with the manufacturers."—Carried.

"Resolved, that a most hearty vote of thanks of this convention be extended to E. M. Trowern, secretary of our Dominion Board for his attendance at this convention and for the great amount of information and assistance he has rendered to us by his presence, and to every manufacturer and wholesale merchant who has assisted by their individual efforts, or by their advertisements in our programme to make our first annual convention the unqualified success which it has attained.

"Further Resolved, that our special thanks be extended to Mr. Bissell as representing the management of the Atlantic Sugar Refinery for the courtesies extended to our association in allowing us the privilege of a tour of inspection of their splendid up-to-date refinery.

"And Further Resolved, that our appreciation and thanks be extended to every citizen and merchant who so kindly placed their autos and in many cases their own services at the disposal of our members in the excellent sight-seeing tour of our city yesterday afternoon, and also to the management of the Imperial Theatre for their kindness in granting us special privileges at their evening performance, and for their courtesies extended in a tour of inspection of the whole building after the performance.

"We also desire to extend a hearty vote of thanks to the Press and Trade Papers who so generously reported the proceedings of this convention, and be it

"Further Resolved, that a letter conveying the above resolution be sent to those who in any way contributed to the success of our convention."—Carried.

The election of officers was then held which resulted as follows:

President—A. O. Skinner (re-elected) St. John.

Vice-President—A. E. Murray, Fredericton.

2nd Vice-President—Dr. E. O. Steeves, Moncton.

Treasurer—Wm. Hawker, St. John.

Secretary—N. C. Cameron (re-elected) St. John.

The Social Side.

While many important matters of business were dealt with in convention, the gathering had a delightful social phase as well, and the various events in the field of recreation afforded much pleasure. Of primary interest was the banquet held in Bond's cafe. Addresses of interest were given by President Skinner, Mayor Frink, E. M. Trowern, J. A. Likely, president of the St. John Board of Trade, O. C. Bissell, sales manager of the Atlantic Sugar Refinery for the Maritime Provinces, A. H. Wetmore wholesale dealer, and others.

Mr. Trowern dealt with the importance of retailers to the community. He said that this gathering represented all branches of the retail trade in Canada, though some people did not care to know what they represented, speaking of them contemptuously as "the middle men who take the profits." The reason why this might be so, was that the retailer had not made himself known in the past. It was now time to go to the customers and ask them what they thought of the retailers. There were some 250,000 retail merchants in Canada, and if the capital invested in agriculture and manufacturing in the Dominion were taken, and added to the stock of the banks, the capital of the retailers would still show a surplus. If it were not for the retailers the cities would not be worth while living in. The retailers paid more taxes, hired more men, owned more horses, and had to put up with more complaints, than any other section of the populace. Because they had not organized they had always endured the "kicks" but now they are hoping for better things—they were out to tell the customer of the importance of the retailer.

Besides the banquet at which the attendance was large, there were automobile tours of sightseeing to various points of local interest, and a theatre party which provided enjoyment. The visitors were warmly received by the St. John members who extended every hospitality and who proved themselves capable hosts.

Dealer Profit and Nationally Advertised Specialties*

BY BEVAN LAWSON.

Sales Manager, Auto Strop Safety Razor Co.

Every retail hardwareman should read the accompanying article, on Dealer Profit and Nationally Advertised Specialties. The article deals with a subject that has been paper. It has also been discussed taken up on many occasions by this at retailer's convention. Hardware and Metal would like to hear from retail hardwaremen regarding their views of this question.

FOR some years now it has been a problem among national advertisers of specialties to secure a proper focus in the minds of retailers regarding profit. Every year the retail trade associations at their conventions get together and by vote settle upon an average cost of doing business—a figure which they then call their fatal cost of doing business, and shove in the face of national advertisers of specialties to prove that the profit we offer is too low.

The matter is important, for it has taken the form of united pressure from all sides among retailers of all types to compel recognition of their principle that specialty goods should yield a standard convention agreed upon ratio of profit, regardless of every other consideration.

I believe that specialty advertisers should agree in formal concert upon what they now agree individually and informally—that the retailers need to be shown that profit cannot correctly be computed by a crude percentage figure, and that the specialty is an individual factor, separate in kind and turn-over profit value from the staples which comprise the basic identity of the store.

I write this so that sales managers and officials in many lines may join in this necessary work and make the matter clear to still more dealers than those who now fully recognize the facts and profit by them.

Let us examine the position of the dealer with regard to what he is fond of calling his "fatal cost" of doing business.

Every dealer at some time or another takes himself seriously to task upon the question of overhead profit, and forms some conclusion upon the cost of conducting his business by considering his running expenses against his gross volume of turnover.

Sometimes he is surprised to find that his percentage of operative cost for a completed year has run so high that many excellent articles which he has freely sold are showing very little profit on paper when the margin between his running expenses and the discount afforded by such articles is considered.

For example, a dealer may figure that his cost of doing business is from 15 to 20 per cent., whereas he buys many staple novelties at a discount of 25 per cent., and, consequently, he may find himself almost persuaded to discontinue the sale of such articles, or at least he may mentally resolve not to unduly push their sale, despite the fact that he has formerly done a very nice trade with them, and they sell on demand.

One problem faces him, and he can see that problem only: "If his overhead is around 15 to 20 per cent. it surely does not pay to sell goods which only afford 25 per cent."—and it looks like a question with only one answer.

He does not stop to consider how many times he is able to turn over that article in a year and, therefore, how often he can use that same investment to bring in a ready profit, nor does he stop to realize that if he throws out that particular line from stock his business will not be increased; nor will his running expenses be decreased; but, on the other hand, his expenses already calculated with the return from such articles included, will be proportionately increased because of loss of volume with such salable articles withdrawn.

If all stock were equally salable so that a dealer could surely turn over all of his merchandise several times a year, his operative expenses would not be any serious part of his worries, but it is also a fact that a dealer has to carry a large volume of very expensive stock in trade, and his expenses climb high—not because of the stuff he is selling, but because of what he is not selling.

Small profits and quick returns is one of the oldest and truest slogans in busiess, and the Woolworth Building in New York was built on the rapid profits from small novelties and cheap staples—so small and so cheap that excepting for the quick and frequent turnover there would be no element of profit at all if it were considered on certain few classes of the goods sold.

Supposing that a business shows an annual running expense of 20 per cent., this logically means that theoretically every single article sold bears its actual share of this 20 per cent. cost of selling, seeing that in theory during every day of that year the average 20 per cent. is a burden constantly existing and to be considered in every sale.

The argument, therefore, would be that every time an article purchased at 25 per cent. discount is sold, the profit on that article is only a bare 5 per cent., and that time spent in selling that article is not sufficiently profitable, and it should be discontinued.

Granting that a dealer sells a well advertised line at any profit, there is really no reason to avoid sales which have not a large margin, provided that the sale of such goods do not increase the overhead cost of selling them; but, on the contrary, if a dealer's expense is more or less constant from year to year, and he can add lines which are advertised, without increasing his selling cost, it is logical that the additional profits from such goods are net gains, and in practice if all dealers were to discard from their stock all goods which did not show really substantial profits, they would find their overhead would materially increase.

You might argue that this does not apply, of course, to the impecunious dealer whose till is his bank, and whose very existence depends upon the daily profit on a limited number of articles sold, but it does indeed apply to all dealers when specialty articles are considered. There is a vast difference between a staple and a specialty; staples are not generally advertised; specialties are. A dealer's overhead is, generally speaking, established by his sale of staple goods which he usually sells to the output capacity of his store; if he lacks staple goods and loses sales because of that lack, he buys more to supply the need; but, more generally speaking, he satisfies the demand for staple supply and then turns his attention to sales, and all sales so made are in excess of his general business which carries the specialties to increase the sphere of his overhead.

For example, supposing that on a certain day the dealer's store is closed for

*Reprinted from Advertising & Selling.

the evening, and closed, of course, with the same daily running expense of 20 per cent.; the cash is counted; the day's business ended, and the door is locked. Someone taps at the window and he is admitted, and the dealer sells him an article which virtually shows only a 25 per cent. margin; and while selling it, someone strolls in and buys another of the same article. Are expenses for that day still this 20 per cent., or have they been materially lowered by this extra profit of $2.00 or $5.00 or $10.00?

Volume of turnover is the safest aim of every successful dealer; to keep the crowd coming; to have his shelves filled with salable goods of all kinds, provided they show any reasonable margin of profit or indeed any profit at all.

The overhead expense of most retail dealers is, generally, speaking, in more direct ratio to his volume of business than to the actual graduated scale of profits on his various lines. "Small profits and quick returns" is more than a slogan; it is a business axiom that has built up more fortunes than any other. Live department stores watch turnover as an engineer watches the steam gauge —because they know it alone tells the vital tale. If we who are national advertisers could get judged for our turnover value mainly, much misunderstanding could be avoided.

To impetuously decide to discontinue well-advertised articles is indeed no cure for high business expense. Possibly those very articles, by their popularity and steadily increasing demand, have been the very means of reducing a much larger overhead expense by the added volume which they bring to the business. Such novelties are, in a sense, a side line, and their sale does not in any way reduce the gross sale of staples, and as novelties they should not be taxed with the same overhead expense that the general business should be taxed with (theoretically, yes, but practically, no), for possibly the last year's high cost of conducting business would have been much higher if these extra articles had been eliminated. Their cost as an investment is not high, because they can very quickly be supplied as they are needed, and if a dealer were to go without them because they only bring 25 per cent., he would merely be robbing himself of that 25 per cent.—in no way adding to the volume of turnover.

Expenses are incurred in a business and profits are also made out of business. Neither expense nor profit is a constant amount, and both are influenced by innumerable causes.

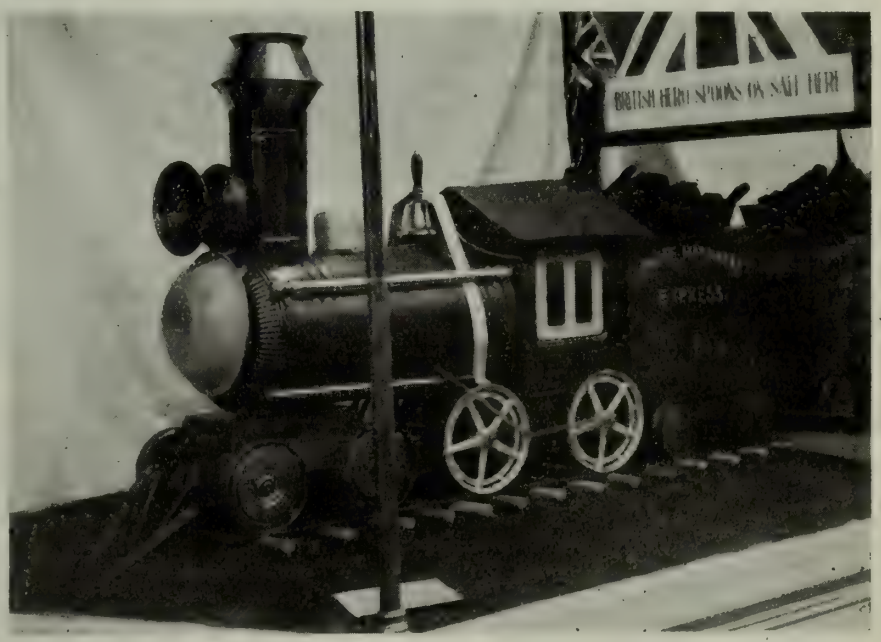
A dealer's business is either a popular one or an unpopular one; either successful or unsuccessful —dependent almost entirely upon the volume of turnover. A dealer may make his windows attractive by constantly changing them; he may advertise to bring his customers to his store, or he may seek to surround himself with a pleasant, painstaking staff of clerks—and all to be ready for the customers when they come in. Yet, with it all, he must aim to have the goods which sell—not necessarily the goods with large margin of profit—but the goods which move irrespective of their degree of profit. An advertising manufacturer will create much of that demand for the dealer, and resulting sales are made without effort or direct expense, and naturally some of the dealer's profit has already gone into that scheme of advertising.

In spite of a dealer's economy, his overhead expense may be 15 or 20 per cent., or even more; and yet his neighbor, in spite of much greater economy, in spite of less rental, fewer clerks and smaller actual running expense, may find his business costing him 25 per cent. or 30 per cent., or even more. Analysis of these two businesses would not point to careful choice of marginal profits, but on the other hand, it would point always more to volume of business in all classes of trade, regardless of analytical question of highly profitable margin.

The "fatal cost" is ever present in every man's business. It is a first lien on his profits, and is, therefore, to be correctly regarded as the most important factor in his business. Operative cost flourishes on lack of system and ill-assortment of stock; it fattens upon lethargy and careless indifference; it lives in a rut and feeds on ignorance. Enterprise is its greatest opponent, and it flees in the face of system. The remedy is more often a question of domestic regulation than of reduction in range.

The successful merchant carefully avoids a surplus of staple goods, and

(Continued on page 43.)



The above is a picture of a hardware window in R. Blain, M.P.'s hardware store, Brampton, Ont. The window was dressed by R. Blain, Jr., with hardware goods from the store. He tried to make a model of a railway engine. The following gives a description of same:

The bottom of the window was covered with coal siftings. The railway ties being hammer handles, on which are placed two lengths of 6-foot barn door track. The wheels consisted of four 10-inch lawn mower wheels for the front truck, the drive wheels being four 12-inch lawn mower wheels. The body of the engine is a sheet-iron coal stove heater, with a wash bowl in front of same with No. 104 printed on bottom of it, 104 being the firm's telephone number. The smokestack was one three-quarter length of 7-inch stove pipe, one large-size funnel with a milk strainer turned upside down placed on the top of funnel. The head-light is a cuspidor. The stove is placed on two ordinary meat roast pans turned upside down. The steam dome on top is a glue pot, with a hand bell to represent the ordinary bell. The driving rod connecting the two 14-inch wheels is a 2-foot Stanley rule, connected to a spray pump which represents the cylinder. The engine-driver's cabin consists of one 1-burner Perfection coal oil stove oven, set on a roast pan turned upside down, the glass oven door being turned to the front, which makes the window. The top of same is covered with a piece of sheet iron bent in the centre to form a roof. The coal tender consists of a two-burner Perfection oil stove oven, on top of which is set a large roast pan the same size as the oven top and filled with charcoal. The wheels are four 6-inch pulley wheels. The cow-catcher consists of six 10-inch flat files.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, APRIL 24, 1915 No. 17

GOOD CREDIT in the markets of the world enables every merchant to add to his ability to do business. It gives him the use of enlarged capital, thus enabling him to carry a more complete stock, increase his sales, and magnify his profits.

* * *

A MERCHANT who desires to serve his own best interests should recognize that his most valuable possession, apart from his actual assets, is a sound, substantial and unquestioned reputation as a credit risk, and that under the prevailing conditions and demands of business, the most effective and eminently the best way to prove his basis for credit, is to be willing to submit a statement of his financial condition.

* * *

LARGE ASSETS are not always necessary to the creation of credit; what is most desirable is, that credit be in relative proportion to the actual assets, and in harmony with conditions which create and maintain it. A merchant's capital is the sum of his net available resources, plus his credit. The giver of credit is a contributor of capital, and becomes, in a certain sense, a partner of the debtor, and, as such, has a perfect right to complete information of the debtor's condition at all times. Credit is given a merchant because of the confidence reposed in him. Requesting a statement when credit is asked is not a reflection on one's character, honesty, or business ability, but is done to secure information to enable business to be conducted intelligently.

* * *

IN ANNOUNCING their disapproval of trading stamp schemes, Marshall Field & Co., the large wholesale and retail concern at Chicago, gave out some information regarding their business policies that should prove interesting to the retail hardware trade. They say:—

"The wholesale and retail buying organization of Marshall Field & Company has been in the process of building for fifty years.

"It has been trained to study the many intricate phases of merchandising to the end that the buying public could obtain the highest degree of service in the merchandise purchased.

"Its ideal has always been 'The best possible service in merchandise.' The fulfillment of this ideal for so many years has developed the great confidence that the public has in the ability and the integrity of this organization."

JOHN WANAMAKER, the millionaire merchant, is said to be the most heavily insured man on earth. Whether this is correct or not, we cannot say, but at any rate, Mr. Wanamaker in a recent speech made some remarks about life insurance, which are worthy of consideration. He said in part:

"Life assurance is a savings bank, if you choose to put it on the simplest, plainest base platform. It is not only a savings bank, but it is collateral.

"I would not have been prepared to build my building if I had not saved two and a half millions, little by little, through life assurance. I did not realize what I was doing. I think I would take a journey to San Francisco just to shake hands with the man who started me, if he were living.

"I said life assurance was a savings bank. I will add that some of my policies were so written that when you could not get any money out of banks or on Government bonds, the insurance companies loaned money on them. So you see taking out a policy is quite a different thing from just getting ready to die."

* * *

A BULLETIN issued by the Census and Statistics office on April 16, and giving the results of the usual inquiry as to the stocks of grain and other crops remaining in the hands of the farmers on March 31, shows that of the total estimated yield of wheat in 1914, 12½% or 20,247,000 bushels remained in the farmers' hands at the end of March. The quantity of wheat remaining this year in the hands of the farmers, is smaller than in any previous year on record, the light crop and the high price being together responsible for this result. Of the remaining grain crops the proportions of the previous years production estimated to be in farmers' hands on March 31 are also smaller than in previous years.

Correspondents throughout Canada report that the past winter has been exceptionally mild. In most of the provinces live stock have in consequence come well through and are in good condition. In some parts, notably in Saskatchewan, the light crops of last year rendered feeding difficult, and animals at the close of the winter were thin. In these cases however, matters would have been much worse had the winter been of normal severity. An early spring was anticipated, and the prospects for the coming season were hopeful. Farmers were preparing for a big increase in the acreage to be seeded, their efforts being facilitated by the large amount of fall ploughing completed last year.

THERE HAVE been many failures as well as successes in the mail order business. Early last year we announced in this paper that a new mail order concern had commenced business in Winnipeg. The concern carried on business for approximately three-quarters of a year, and about two weeks ago the assets of the firm were sold practically on a basis of 80c on the dollar. As a result of the venture the stockholders lose their money, and creditors, of whom there are approximately 400, representing roughly $200,000 will lose practically the bulk of that amount. The stock is valued at about $90,000 and has been taken over by another mail order concern. For some time this house has been doing a mail order business and it would appear that they intend going into it further.

Some concerns have made phenomenal successes of mail order businesses, while others have turned out failures. While a great many people have the idea that a mail order business is a very profitable undertaking, it must be remembered that the mail order business is like any other business and must be properly managed in order to be made a success.

The New Brunswick Convention

THE first annual convention of the New Brunswick Retail Merchants' Association, under the auspices of the Dominion body, held at St. John, N.B., last week, was a success from many standpoints. The attendance, considering that it was the first convention, was very satisfactory, and there is every reason to believe that there will be a much larger attendance next year. A partial report of the convention appeared in last week's issue of this paper and a complete report appears in this issue. Reference to the report will show that several important and vital resolutions were dealt with. The retailers expressed themselves as being desirous of co-operating in every movement that would assist in advancing the interests of trade and commerce in Canada. It was pointed out, however, that some manufacturers are marketing their goods through the jobbers, and at the same time selling to the catalogue houses at jobber's prices, thus allowing the former to sell goods retail, at jobber's prices, in competition with the retail trade. It was claimed that this discrimination forced the retailers to import foreign-made goods in order to meet the competition of the mail order houses. Another resolution dealt with lottery, guessing and voting contests, premiums, etc., and it was the opinion of the meeting that an amendment be made to the criminal code, whereby all these be abolished. In this connection it is well for merchants to remember that many of these advertising schemes are already prohibited under the trading stamp act. A resolution was carried requesting the newspapers not to publish the wholesale prices of merchandise.

Another resolution was to the effect that in the opinion of the meeting the press of the country should not accept advertising from retail catalogue houses. This is a matter that can be remedied by the merchants themselves. If they advertise in, and help to support their local papers, there is not much danger of the local publisher soliciting the trade of the catalogue houses. The retailers were also of the opinion, that in the purchasing of supplies for the war office, the Government should have consulted the retail merchants through the officers of the R.M.A., who would have been glad to give advice and assistance without charge. The retailers also deplore the attitude of some farmers, who advocate the abolition of the retail merchant, and who encourage buying the goods in carload lots for distribution among themselves, and other co-operative buying schemes that work out to the disadvantage of both the retailer and the farmer.

Every reader of this paper should study the complete convention report as it appears elsewhere in this issue. Many questions of vital importance to the retail trade were dealt with.

Assisting Mail Order Houses

HARDWARE and Metal pointed out in a recent issue how mail order houses of Canada were saving large sums of money by sending their catalogues by freight to local post offices and having them distributed from there at the first zone rate. The Retail Merchants' Association have further information that at least one mail order house is employing local postmasters throughout the country to assist them in distributing their catalogues. These postmasters are asked either to send in a list of possible mail order buyers in their respective districts or to check over lists that already have been made in order to eliminate the "dead-wood"—that is people who have left the district—and to add on any new possible customers who may have taken their places. Instances are mentioned where the mail order houses have given postmasters insurance policies covering a year to perform this work.

Trade Paper Stands High.

THE trade paper has, of recent years, been rapidly gaining the recognition it rightfully deserves. Anyone who studies business conditions to-day realizes that the trade paper specializing on particular lines of trade is fulfilling a mission that could not be dispensed with.

W. J. Egan, Canadian Trade Commissioner in Cape Town, South Africa, in his last report to the Government, gives his views of the trade paper. These views must be considered unprejudiced and as representing his personal convictions. The report says:—

"The files in connection with the Canadian daily and trade papers have been reorganized. The Canadian newspaper list is confined to one daily business paper and the *trade paper* file has been increased from six publications to seventeen.

"The trade papers are much appreciated and there a number of regular callers who read them; this number is growing for two reasons; when making a local call on any particular subject, the Canadian trade paper of the subject in hand is taken, always reminding the party interested that trade papers of all kinds are on file, and in correspondence up-country firms are reminded of the Canadian trade papers on file in Cape Town." (Note the big increase in the list of trade papers.)

Read in connection with the item in a recent issue as to what the Commercial Attache in London, Eng., of the United States government thinks of the trade paper, the evidence that its importance and value are constantly and steadily growing is ample. The trade newspaper is undoubtedly performing a most useful service to business interests.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Bethlehem Steel—Exaggerated Reports of War Contracts—To Pass an Examination.

Bethlehem Steel.

From Wall Street Journal Straws.

It develops that the best customer of the Bethlehem Steel Corporation previous to the European war was Germany. Over 50 per cent. of the ordnance exported by the Bethlehem Company went to Germany. The country has been a steady buyer of Bethlehem's products for over ten years. Hundreds of Bethlehem guns are now firing shot and shell into the ranks of the allies as well as the Germans. Germany cannot get any more ordnance from the Bethlehem Company, due to the blockade, but the loss is more than made up by exports now being made to the allies. It is estimated that Germany owns about 20 per cent. of the securities of the Bethlehem Company. Germany, in fact, is drawing interest and dividends from profits derived from sales of ammunition intended for her destruction.

* * *

Exaggerated Report of War Contracts.

From New York Evening Post.

American manufacturers who have been approached by agents of European Governments with contracts to supply large amounts of ammunition are exerting extreme caution in accepting these orders. It developed to-day that several important railroad equipment companies whose plants have been idle over a period of many months have refused orders for guns, shells, and cartridge cases, on the ground that they did not choose to enlarge their mills, or install special machinery, in view of the present possibility of an early end to Europe's war.

Contracts have been offered for the consideration of a number of companies which would enable them to re-employ much of their present equipment, and at the same time enlarge their plants to return handsome profits. So far as these companies have been able to accept contracts without involving a heavy outlay for new machinery, they have accepted these orders. But in instances where acceptance of contracts would involve heavy initial expense in adapting present machinery for use of ammunition manufacture, or of extending plants, many of the contracts have been declined. This is owing to the fear that machinery now installed will be made useless by an early end of the war.

Possibly it is because of the caution exercised by manufacturers that actual orders booked are falling so far behind estimates that are appearing. An example of the difference between the actual placing of orders and estimates was given to-day. A Pittsburgh dispatch reported that the Westinghouse Air Brake Company had closed a contract with representatives of the French Government for 1,000,000 three-inch shrapnel shells, cartridge cases, and time-tubes for what is known as the 75-millimetre Schneider gun. This contract was said to aggregate $20,000,000.

As a matter of fact, the contract closed by the Westinghouse Air Brake Company for cartridge cases was declared by an officer of the company this afternoon to represent a total value of no more than $750,000. A few days ago the American Locomotive Company was said to have booked $20,000,000 war orders. This report has since been denied.

In spite of the refusal of many orders, a vast amount of shrapnel business has been and is still being distributed in this country by a Canadian interest which has an $8,000,000 contract with Russia, but with this as with a good deal else in war-supply lines there are complications which make negotiations long drawn out. The "Iron Age" says:

"The disposition is growing to proceed very conservatively in regard to war contracts, where many intermediaries are at work.

"March contracts with foreign buyers of iron and steel products were probaly in excess of 250,000 tons, not including 100,000 tons of shrapnel bars recently closed for France. No order has yet been placed here for 40,000 tons of rails for France, as reported, and the fantastic story of a large French order for bridges to span the Rhine scarcely needs denial."

* * *

Heating Engineers to Pass an Examination.

From Sanitary Engineer, Plumber and Steamfitter.

A bill has been introduced in the New York State Legislature which, if enacted, will compel every employing steam and hot water fitter in the State to secure a certificate of competency. For this purpose the proposed law provides for an examining board of steam fitters and general power pipe fitters, whose duties will be similar to the present Examining Board of Plumbers. Each city will have its examining board, to be appointed by the mayor and to consist of two master fitters, two journeymen who have worked at the trade for ten years, and one mechanical engineer.

Commenting upon this matter, we feel that this is another step in the right direction, and one which should be considered in Canada. For some time The Sanitary Engineer has been advocating that all heating and ventilating plans should be certified by an engineering department of the boards of health.

Plumber and sanitary fixtures are under the jurisdiction of the board of health. Why not heating and ventilation?

In Toronto there is a motion before the city fathers to force every builder and owner to furnish sufficient boiler and radiating capacity to heat the buildings constructed and if we can get the co-operation of the boards of health to move in this matter, better days will soon be in store for both the public and the heating engineer.

As things are to-day, every man can install just as little or as much heating as he himself wishes to do, he can build houses for speculative purposes, install insufficient radiation, or too small boilers and get away with it, and the innocent buyer finds that he would have been money in pocket if no system had been installed. In connection with the competency or incompetency of the so-called steamfitter, he too may be anything. There are hundreds of men working as steamfitters and drawing big pay who do not in actual fact know how to thread a pipe properly.

Practical Course for Sheet Metal Workers

Article No. 27 of Series

By CHARLES SEIVERS

IN this article is shown further development of flange shown in plate 25. At A-B-C-D-E-F and G-H in Fig. 1 is shown the elevation of pipe, with roof flange and cone flange between the two.

At a point below the base line L-M and parallel to it, draw a line as N-O, and, on this line draw a circle of same diameter as base of cone at L-M, the centre of circle being placed at a point at right angles to the centre of the line L-M.

With the compass divide circumference of circle into a number of equal parts as shown by 1, 2, 3, 4, 5, 6, etc., draw lines at right angles to L-M from each of these points to the line L-M.

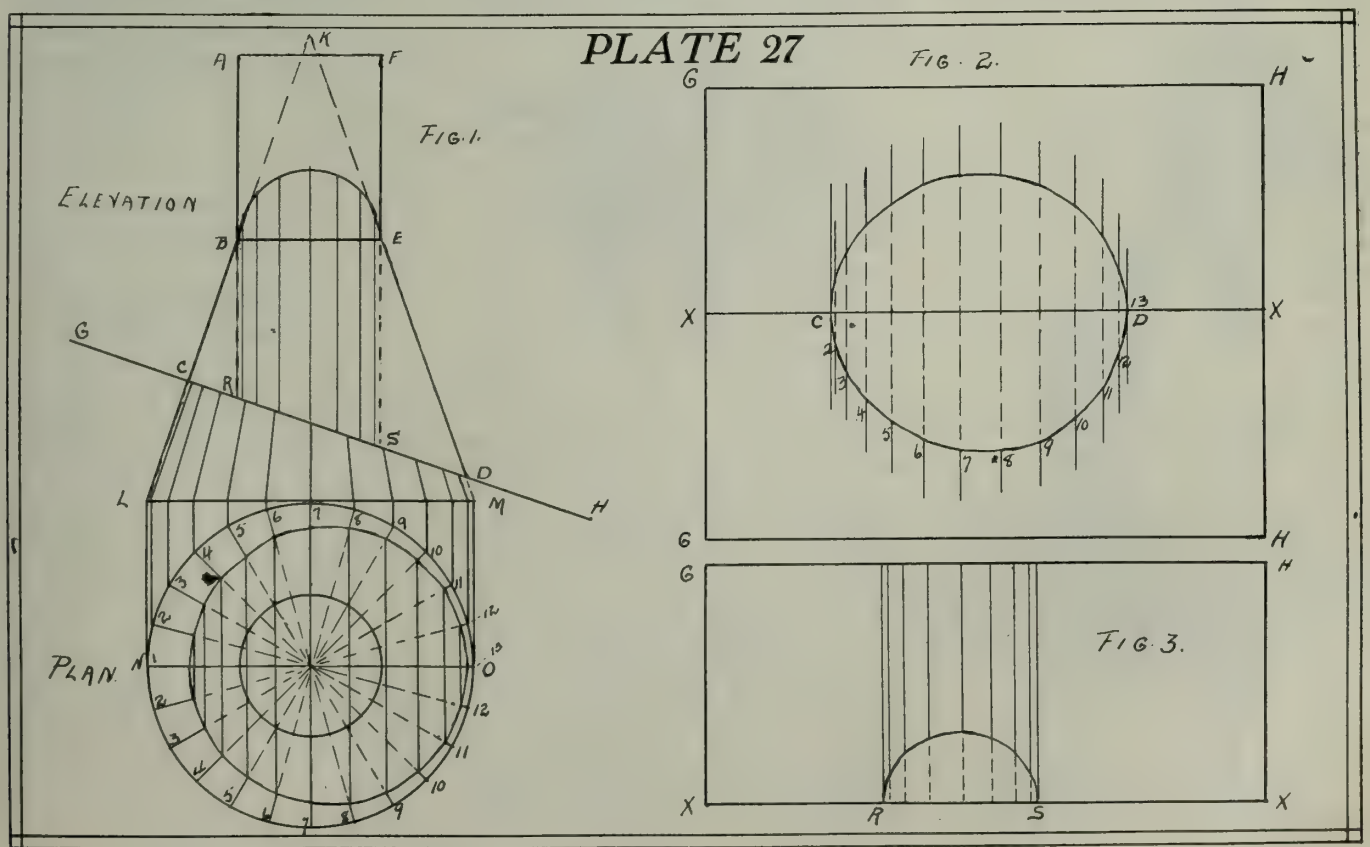
From each of these points on line L-M draw a line toward the apex of cone K, intersecting the line C-D. From each of the divisions on circle in plan draw lines to centre. The lines drawn from points on circumference to centre of circle show a plan of the lines drawn from L-M to apex of cone on elevation. To obtain the plan of opening on line C-D draw lines at right angles to N-O from each of the points of intersection on the line C-D, extending them until they intersect the corresponding line in the plan. The line from point C or 1 intersecting line from point 1 on plan, from point 2, intersecting point 2 on plan and repeating from remaining points in the same manner. A line drawn through the points obtained will give outline of plan view of opening on line C-D.

The accompanying article is No. 27 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

At Fig. 2 is shown the flat flange, G-G and H-H through the centre draw a line as X-X, on this line X-X mark off the spaces on the line between C-D of elevation, from each of these points draw lines at right angles to X-X as shown. The spaces just marked off on line X-X give the length of the opening on bottom of cone flange and of points between, the widths are shown on the plan of cone on line C-D. With compasses measure distance from line N-O on plan to the outline of plan on line C-D, marking the distance to point 2, on both sides of X-X on line 2, distance to point 3, on line 3, and repeating in same manner on remaining points 4, 5, 6, etc. A line drawn through the points obtained will give outline of opening in flat flange to receive cone.

In Fig. 3 is shown a half of the flat flange with opening for pipe only, the spaces from R to 5 on line C-D being marked off on centre line and the distance from B-E to each of the points in half section being set off on their corresponding lines from line X-X. A line drawn through the points obtained give outline of opening. There must be seam allowance provided for.

Our readers will find that by developing these problems about 4 times the size given, they will not only be learning how to develop the patterns shown but will also gain considerable insight into the art of general pattern developing.



Junior Clerk's Page

Clerks and Commissions

Story of the Fellow Who Wanted a Commission—How a Commission Moved Slow Sellers—What is the Reason?

By W. E. MEYERS.

YOU no doubt remember the story I told some weeks ago about the clerk I found serving behind a counter who had never heard of two-inch tacks.

I am going to tell you of a clerk I met in another store.

During the second week in March I called upon a merchant in a good-sized Quebec town. While I was chatting, a youth entered the store, and after exchanging a few words with the clerks, retired to the rear.

"That young fellow," said the merchant, "is an old clerk of mine. He is as capable a young man as any in this store. At present he is looking around for odd jobs. Now and again I give him an account to collect, and pay him a commission if he gets it."

"You say he is capable," I broke in. "Then why don't you keep him on your staff? Is he a good salesman?"

"None better," the merchant replied. "I had him in here during the Christmas rush, and paid him a commission on his sales. He made money in three days equal to two week's salary. His sales exceeded those of any man in the store."

"Then why not put him on salary," I asked.

The merchant smiled.

Where He Fell Down.

"I have had him in this store for ten years," he said, "but on no condition will I engage him on salary again. Unless offered a special inducement he does not begin to earn his salary. When he was with me, I had two girls on my staff. The sales of one of the girls were sometimes several times greater than those of this fellow."

He hesitated, as though going over the past, then continued.

"I did everything a man could do to assist that boy. I tried him out with a promise to make him manager of a branch store, but he failed miserably. It was not because he could not sell. That was not it. I tried him out in competition with the other clerks one day, and he came out on top. Finding that he fell down on the salesmanship end, I offered him the position of bookkeeper. I paid his expenses at a business college, allowing him to leave the store early to attend his classes; but he failed there too. Eventually I had to let him go."

Now isn't that a tragedy. How many clerks I know who read these pages, far removed from towns and cities, who would work their heads off if given the opportunity this boy so flagrantly abused. The saddest feature of it all is that he was blessed with brains to understand and sell hardware, yet went and hid his talent in the ground.

Question of Commissions.

I was chatting with a merchant the other day who brought up the question of paying clerks commissions. He told me that on one occasion he found a lot of goods on his shelves that were rapidly becoming dead stock. He offered his clerks a commission on all sales of these goods. The effect was miraculous. In a very short time the whole line was cleaned out, and some of the clerks doubled their salaries.

"Why," he asked, "could those boys not do the same without being offered a commission? I was paying them a good salary, and I was entitled to the same services as I secured by offering this inducement."

It is lamentable, yet true, that some people are trying every day of their lives to do as little as possible for the money they are paid. My experience with the hardware business has shown me that it is those who are at top of the ladder who, when they were clerks, did more than they were paid to do.

THE TEST OF A MAN.

The test of a man is the fight he makes,
The grit that he daily shows;
The way he stands on his feet and takes
Fate's numerous bumps and blows.
A coward can smile when there's naught to fear,
When nothing his progress bars,
But it takes a man to stand up and cheer
While some other fellow stars.

It isn't the victory after all
But the fight that a brother makes;
The man, who, driven against the wall,
Still stands up erect and takes
The blows of fate with his head held high,
Bleeding, and bruised and pale,
Is the man who'll win in the by and by,
For he isn't afraid to fail.

It's the bumps you get and the jolts you get
And the shocks that your courage stands,
The hours of sorrow and vain regret,
The prize that escapes your hands,
That test your mettle and prove your worth;
It isn't the blows you deal,
But the blows you take on the good old earth
That shows if your stuff is real.—Ex.

HINTS ON TRADE WITH CANADA.

(Continued from page 25.)

stanced one case of a firm who secured an order for £13,000 worth of machinery for the Government, half of which was to be paid for when the goods were on the job and the balance when the machines were erected. To the cost of the material there had to be added £2,000 for customs and £600 for freight. It was more than the credit of the firm who got the business could "swing," and yet, although the manufacturers knew for whom the tools were required, they demanded payment against documents before the goods left England. It was that kind of thing, said Mr. Wickes, that crippled the Britisher's chances of getting business.

New Hardware Goods

Offered Canadian Hardwaremen

NEW MARBLE KNIFE.

The latest addition to the Marble line of specialties is a new hunting knife known as the Woodcraft Hunting Knife.

It has the weight and strength in hilt and the sharp, penetrating point necessary for sticking—the curved blade is just the right shape for rapid skinning—the back of blade close to handle is checkered to give a firm grip with thumb or finger—the back of point is bevelled for chopping, breaking bones, etc. The thick back, with tapering bevel blade, carries the strength from handle to point, allowing it to serve the purpose of a thin blade, and yet it has a surplus of strength ordinarily found only in much heavier knives.

The makers state that the Marble Woodcraft knife is an all-purpose knife developed from ideas submitted by hunters of well-known experience and repu-



Woodcraft Hunting Knife.

tation. It is designed to meet every requirement of the hunting, fishing or canoeing trip.

The blade is 4½ inches in length.

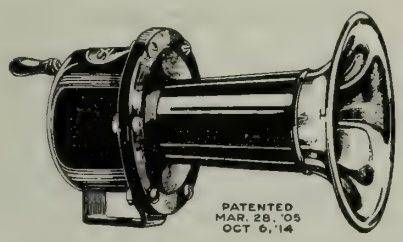
The handle is of laminated leather. It is properly proportioned for the length of blade and size and hand.

Further particulars may be secured from the Marble Arms & Mfg. Company, Delta avenue, Gladstone, Mich., U.S.A.

SEISS HORNS.

The Seiss Mfg. Co., 538 Dorr street, Toledo, Ohio, are placing on the market the new Seiss Horn which is double acting, mechanical operated, can be run either right or left, gives a continuous sound same as a motor driven horn or a sharp blast is given with a slight touch of the hand, the volume of sound carries a long distance and can be varied at the will of the operator from a low tone to a loud penetrating signal. The sound is produced in the same manner as in electrical motor driven horns by the toothed wheel coming in contact with the diaphragm producing a loud and far reaching signal.

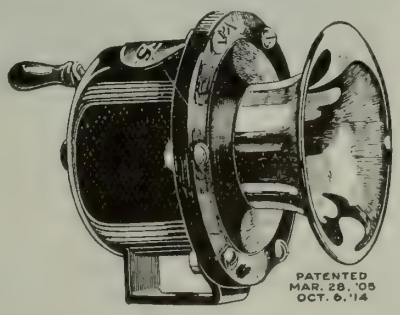
The makers state that Seiss horns have no spring and only three bearings—constructed from the best of material — Vanadium steel diaphragm—Gears are machine cut—Contact point and toothed wheel are tempered—Enamel is baked at 300 degrees Fahrenheit, which gives a durable and lasting finish—finished in



One of the New Seiss Horns.

black with highly polished nickel bell or black with brass bell or all black.

It is said that the present horn has been tested by attaching power to same turning the crank at 160 r.p.m., driving the tooth wheel shaft at 1,000 r.p.m., making 30,000 blows a minute or vibrations of the diaphragm, figuring on a basis of fifty signals per day, and having run same for 20 hours continuously,



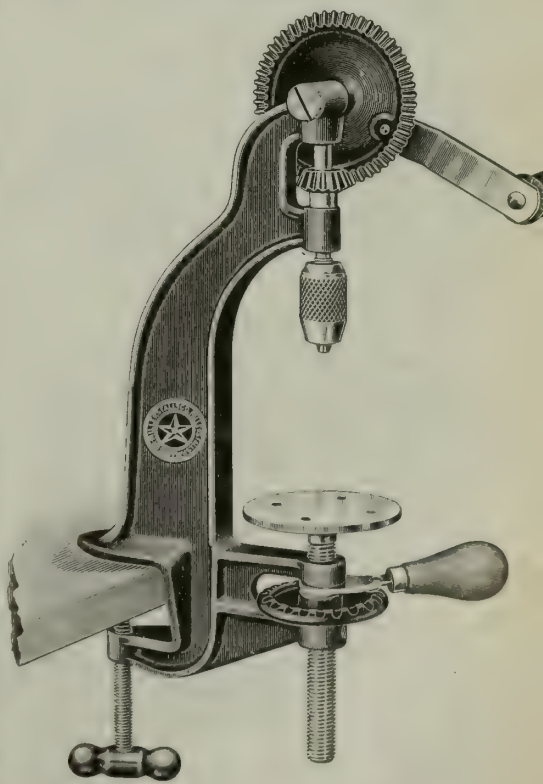
Another Type of Seiss Horn.

would give 20 years of service, and without any adjustments or without showing any sign of wear when the horn was taken apart and inspected, therefore any part found defective will be gladly replaced free of charge at any time when defective part or parts are returned to the factory.

The two models illustrated are for use on automobiles, trucks, light cars, motorcycles and motor boats, various styles of brackets, not shown here are universal so that they can be used for either horn or attached to motorcycle frame, cross tube, handle bar cross tube or automobile door moulding or side.

BENCH DRILL PRESS NO. 208.

An attractive bench drill press of very moderate cost and known as No. 208, has just been put on the market by the Millers Falls Company, of Millers Falls, Mass. The illustration herewith will show its general lines and character. The finish of the standard is gray with red edging, and such parts as chuck and crank are nickeled. The chuck has a capacity of 0 to ¼ inch for round shank drills and is of the popular Star pattern with three jaws operated by springs that are protected from injury and guaranteed not to get out of order. The small gear is of steel and the tool is equipped with ball bearings. The chuck is held rigidly close to the main frame and feed is obtained by raising the table with a ratchet lever. The table is provided with holes for the insertion of pins or screws to act as stops or rests for the work. The height over all is 18 inches; maximum distance from chuck to table, 4½ inches; speed of gears, 3½ to 1; weight, 7½ lbs.



Bench Drill Press No. 208.

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Business Changes.

Kildonan West, Man.—Tully & Davey have succeeded J. De Wilde, hardware merchant.

Edmonton, Alta.—McBride & Co., tinsmiths, have been succeeded by L. M. Webster.

Secures First Prize.

The Mills Hardware Co., Hamilton, have added another first prize to the large number they have secured in window trimming contests. The most recent is First Prize ($50) in the window dressing contest conducted by the Wiss Shear Co.

Obituary.

Bancroft, Ont.—The death occurred here of Wm. Ashley, hardware and grocery merchant.

The death of De Blaviere Carritte, one of the most prominent business men of St. John, N.B., occurred on April 15, after a short illness. Mr. Carritte was president of the Carritte-Patterson Manufacturing Co., and connected with many other business enterprises. He was 59 years old.

Hardware Burglarized.

Several hardware establishments in Halifax were broken into by burglars on Friday night, April 16, but altogether they did not get much more than $50 in cash. Among the places entered were those of The Lawrence Hardware Co., J. Starr, Son & Co., Ltd., and Webster, Smith & Co.

Personals.

William H. Evans, the Montreal representative of Wilckes-Martin & Wilckes, the lamp-black makers of New York, has been spending a few days in Belleville, Ont. Mr. Evans states that he noted some splendid examples of paint window dressing in that city, and remarked that there was not a vacant store to be found.

Moved to New Offices.

B. & S. H. Thompson, who were formerly in the Transportation Building, have moved to 906 McGill Building, Montreal.

Franke, Levesseur & Co., formerly the Austrian Import Co., of 113 Youville Sq., Montreal, have gone into new splendidly-equipped premises at 150 Craig street west. Many of their lines were cut off when war broke out, and they are now pushing electrical supplies as a substitute.

M. H. Watson Promoted.

Mark H. Watson, who has managed the Saskatoon branch of the Winnipeg Paint & Glass Company, Ltd., for the past three years, has been promoted to have charge of the sash and door sales for the company's various branches, with headquarters at the Winnipeg offices. Mr. Chas. Whetham, who has travelled for the same firm for several years, with headquarters at Moose Jaw, will remove to Saskatoon, and succeed Mr. Watson as manager of the local branch. Mr. Watson and family will leave for Winnipeg on Friday.

Winnipeg Notes.

Mr. Lynch, buyer for the Miller-Morse Hardware Co., Winnipeg, is back at his desk, having completely recovered from the attack of sciatica, which confined him to his home for three or four weeks.

Stanley Brock, who represents a number of Eastern lines in Winnipeg, has returned from a two-month visit in the East. According to Mr. Brock, conditions in Winnipeg are as good as in any of the large Eastern cities. He does not seem to think those doing business here have much cause to complain. The stability of Western Ontario, however, seems to have impressed Mr. Brock strongly.

Death of Lieut. Warren.

Toronto, Ont.—Lieut. Trumbell Warren of the 48th Highlanders, one of the most popular of the younger officers of the city, has been killed in action in France. Lieut. Warren was president of the Gutta Percha & Rubber Company, which was organized and conducted for many years by his late father. Lieut. Warren was Assistant Adjutant in the 48th Highlanders' quota in the first contingent, and on the wounding of his chum, Capt. Darling, succeeded the latter as Adjutant. He was twenty-nine years of age, and received his early education at Upper Canada College, graduating later from the Royal Military College at Kingston.

Previous to his father's death four years ago, Trumbell Warren worked in the factory of the Gutta Percha & Rubber Company, learning the business in a thorough and democratic manner. After his father's death he entered the office as Acting Treasurer, his mother being at that time President of the company. Two years ago he was made president of the company, and his love of work and his sense of responsibility carried him through with eminent success.

Ontario Incorporations.

Franklin Steel Works, Ltd., capitalized $40,000, head office, Hamilton, Ont., to manufacture, sell and deal in toe calks.

William R. Perrin, Ltd., capitalized $40,000, head office, Toronto, to manufacture, buy and deal in packing house machinery, apparatus and supplies, etc.

Dominion Sheet Metal Co., Ltd., capitalized at $300,000, head office, Hamilton, to carry on the business of manufacturing, buying, selling and dealing in and with sheet metal, and of rolling, tinning, galvanizing, coating and plating metals, etc.

Dominion Incorporations.

The Rathbun Match Co., capitalized at $25,000, head office Deseronto, Ont.

American Nitrogen Co., Ltd., capitalized at $4,000,000, head office Montreal.

Kerosene Burning Carburetor Co., Ltd., capitalized at $100,000, head office, Berlin, Ont.

The Sarnia Metal Products Co., Ltd., capitalized at $100,000, head office Sarnia, Ont.

Reid Appliance Co., capitalized at $50,000, head office Windsor, to make and sell automobiles, gas engines, aeroplanes, etc.

Dominion Bridge Co., Ltd., has had its undertaking extended so as to include the following purposes and objects: to mine, smelt and otherwise work in copper, and to manufacture and deal in shells, bombs, cartridges, and all kinds of ammunition, etc., and to manufacture and deal in guns, mortars, howitzers and cannon of all calibres.

Twenty Years Ago
In the Hardware Trade

The following items are taken from the issue of Hardware and Metal of April 20, 1895:

John M. Taylor, manager Toronto Radiator Mfg. Co., is on a three weeks' tour of some of the larger American cities.

Editor's Note.—John M. Taylor is still actively engaged in business as president of the Taylor-Forbes Co., Ltd., Guelph, Ont.

* * *

The death occurred last week of Edward Davis, a large shareholder and one of the directors of the Jas. Smart Mfg. Co., Brockville. Mr. Davis was one of the best known travelling men in Canada, and had charge of the travelling staff of the Smart Company, for many years.

The death occurred suddenly at Fenelon Falls, Ont., last week of Mrs. Heard, wife of Joseph Heard, hardware merchant. The remains were interred on Thursday of last week and among those attending the funeral were the following commercial travelers: J. R. Hogan, Wood, Vallance & Co., and P. McCulloch, of the Copp Bros. Co., Hamilton; S. R. Kennedy, of M. & L. Samuel Benjamin & Co., Toronto; J. P. Conklin, of Sanderson Pearcy & Co., Toronto.

* * *

McLennan, McFeeley & Co., Vancouver, B.C., have incorporated.

Editor's Note.—McLennan, McFeeley & Co. are still doing business at Vancouver, and their business has grown rapidly during the past twenty years.

* * *

Tarbox Brothers, Toronto, have moved their offices and factory from the second to the fourth floor of the Truth Building.

Editor's Note.—Tarbox Bros. factory is now located on Dundas street, Toronto.



Beatty Bros. Eastern sales and office staff attending the convention. Officers of the company are: (1) *W. J. Beatty, general manager;* (2) *George Beatty, president;* (3) *M. J. Beatty, sales manager.*

BEATTY BROS. CONVENTION.

Beatty Bros., Fergus, Ont., with branch offices at London, Ont., and Winnipeg, Man., recently held their first annual sales convention at the head office. Thirty of the traveling staff were present. The convention was held largely for the discussing of more intensive sales methods.

Among the subjects taken up and discussed at the convention were manufacturing, buying of materials, quality of materials, advertising and selling policies, etc.

Thirty of their salesmen were present at the convention, which was held in the interests of more intensive sales methods. The process of manufacture was studied and the labor-saving machinery. The buying and quality of materials in the goods were discussed. The advertising and selling policies were talked over and the best points to use in handling the line brought out.

The firm of Beatty Bros. has gradually developed to be one of the most important of Canadian implement manufacturers. The BT. hay tools, steel stalls and manure carriers are very well and favorably known to farmers and implement men everywhere.

The firm was founded in 1873 by Messrs. George and Matthew Beatty, and made a line of ploughs, mowers and reapers. In 1886 Matthew Beatty died, and George Beatty continued the business alone until 1901, when his sons Will and Milton joined him. They were making hay carrier goods at that time and recognizing the immense field for barn equipment commenced to specialize on it. As the business grew the plough and reaper business was disposed of.

In 1912 they bought out the Wortman & Ward Company, of London, and have ever since been making the Wortman & Ward pumps, churns, washers and grain grinders. These lines have brought Beatty Bros. very closely in touch with the hardware trade. Hitherto they had been known to hardware merchants only for their hay tool goods and ladders as the steel stalls and manure carriers were handled mostly by implement men. Since 1912 the W. & W. lines have been rapidly developed both in quality and volume of sales.

Beatty Bros. have many laudable ideals which are faithfully carried out in the manufacture and marketing of their goods. "BT stands for Best," that is their trade mark and motto. "What we save by careful buying and scientific manufacture we put into the goods and both dealer and consumer benefit," is another fundamental principle of their business policy.

Catalogues and Booklets.

The Steel Co., of Canada, Ltd., Hamilton, have issued an attractive poster card in colors, featuring "Bell" brand horseshoes and drawing attention to six features of the "Bell" brand shoes. The cards are for distribution to the trade and can be secured by applying to the above named firm.

Hammacher Schlemmer, No. 500 Catalogue.

Hammacher Schlemmer & Co., New York, have issued a handsome 1,200 page catalogue of hardware tools and supplies for manufacturers, individuals and institutions. The catalogue has been prepared with great care and was built for convenience and to save time.

Wheeler & Bain Catalogue.

Wheeler & Bain, Toronto, Ont., have issued a 56-page annual spring catalogue of galvanized iron roofing supplies, eave troughs, corrugated pipes and elbows, corrugated sheets, skylights, cornices, galvanized iron sheets and tin plates, etc. Copies may be secured on request.

Death of Wm. Disston.

The death occurred on April 5, of William Disston, president Henry Disston & Sons, in Philadelphia and Toronto. Interment took place on April 8, at Laurel Hill cemetery, Philadelphia, Pa.

Incorporations.

Wilcox, Sask.—Tanton & Widmore, Ltd., hardwood implements, have incorporated.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The advent of warmer weather has had a good effect on the hardware business and spring lines are moving out in fair volume. City trade is still quiet for this season of the year, but country trade has opened up in a very satisfactory manner. One of the chief features of the market during the week was the break in tin and quotations are now ranging from 50c to 54c at Toronto and Montreal. Copper is firm and is now quoted at a high figure. Spelter is soaring again and has reached a record-breaking price. Antimony has also reached the highest price on record, while lead remains practically unchanged. In the paint trade, business continues fair and country deliveries are very satisfactory, although city business is inclined to be dull. Linseed oil is again showing firmness, although the market is very unsettled and a wide range of prices is quoted. Hardware markets are settling after the many price changes caused by tariff changes and new conditions created by the war. In Western Canada, business is moving steadily along, and, although there is no great rush of orders, spring business is coming in regularly. April, so far, gives further evidence of an improved condition. Galvanized wires have advanced at Winnipeg. The advance is about 15 cents per 100 lbs. Sheet zinc and bluestone have also advanced in the Winnipeg market.

MONTREAL.

MONTREAL, April 22.—With warmer weather there is a better inquiry noted for spring lines and with the opening of navigation and the canal service commencing the heavy spring shipments have been despatched in good order. Altogether the trade sees much to regard with optimism and satisfaction under all circumstances, despite the quiet conditions which continue in the cities and manufacturing centres. The spring shipping to country districts has been particularly good and is generally considered as an improvement on a year ago. The opening of navigation and the warmer weather are also reported as having a favorable effect on the heavy metal trade, which has been very quiet for some time. Builders' hardware and building materials are in slack demand, although there is a better inquiry for the cheaper lines of door fittings.

The metal markets continue to puzzle the trade and all rules for gauging the usual developments are good for nothing. Tin is higher in Montreal, although New York is weakening. Copper is strong and continues to rise. Spelter is again soaring and has reached 13c; antimony is at anybody's price with 30c quoted and lead holds to 5¾ to 6c, although shading slightly lower. The war situation has developed a strong demand for certain metals which are in limited supply, especially as some sources of import are cut off, and the quotations are just as uncertain as is the probable life of the conflict itself.

Tin.—While the situation is materially eased in New York, the local tin market is very firm and prices are quoted a couple of cents higher. Here quotations are ruled by the available supply which is short and in strong demand; the conditions referred to in New York should have a tendency to bring a lower market later. The American situation has been transformed by the arrival earlier than expected of three cargoes of tin at Boston from the East Indes. These cargoes will be delivered at a time when they will have a bearing on the April market and this has had the effect of causing sellers some anxiety as to securing the present premium and concessions are offered. Quotations: New York, 46c as compared with 57c a week ago; Montreal 54c to 56c as compared with 52c and 54c.

Copper.—The local market is unchanged at 18¾c but the tendency is for higher prices on continued strong demand. New York quotes 17½c to 17¾c as compared with 16 2-3c a week ago, and London is very unsettled. Americans believe that stocks have largely passed into their control, as Japan, Australia and Chile have evidently sold out.

Solder.—Continued high prices for tin are having their effect on the solder situation despite the inclination of makers to encourage consumption by holding the prices down. The tin market has held its position so long that high priced raw material is being used to an extent which is steadily increasing. Quotations are advanced about 1c this week.

Spelter.—A material advance is given this week in the price of spelter, which, in Canada, never felt the full effect of the evident reaction in the Amerivan market, and 13c is now quoted as compared with 11½c a week ago. The low period in the American market is believed to have been largely artificial, the quotation being merely nominal, as makers had entirely booked to their capacity and were delivering on the higher prices. New York now reports an advance of 1½c for the week, to 11½c, and a peculiar situation existing, with buyers for whom there are no sellers. Except for occasional car load lots, producers claim that they are sold up to July, which would indicate that second-hands may manipulate the prices to higher levels.

Lead.—The lead market shows little change; the price is holding but the demand is dull. It is considered remarkable in New York, in view of the war demand, that lead has advanced to such a comparatively small extent, while the price of antimony has quadrupled, spel-

MONTREAL QUOTATIONS.

Tin	54c-56c
Spelter	13c
Copper	18¾c
Lead, Trail, cwt.	5¾c-6c
Lead, Imported, cwt.	5¾c-6c
Antimony	30c
Solder, ½ x ½	27 to 31
Solder "strictly"	29 to 33
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp	12½c base
Sisal	10½c
Lath Yarn	9¾c

ter doubled and tin has gone all over the market.

Antimony.—The Montreal market has taken antimony to the $30 mark which has prevailed in the States for some weeks, and New York has gone to $32 for Cooksons. These prices are largely nominal and for the future, until the stocks of English are exhausted, quotations will be largely at the dictate of holders. England is not exporting and the time is in sight when, with a continuance of the conditions existing, only Chinese and Japanese supplies will be available. However, so far as supplies for ammunition are concerned, England is likely to make some concessions so as not to hamper manufacturing operations.

Ammunition.—When the Montreal Association arrived at the prices for ammunition announced a week ago, it was thought that a basis had been reached, but since then there have been further negotiations with the result that the discounts are now fixed as follows: Crown, Sovereign, Regal, Imperial and Canuck shells are all 30 and 2 per cent. Remington and Nitro Club are 25 and 7½ per cent.; New Club 25 per cent., and Arrow 30, 10 and 2½ per cent.

Builders' Hardware—Demand is dull for this season of the year, although there has been a little better inquiry of late particularly for the cheaper door sets. New price lists have not been received and the old list is still being used with a general 7½ per cent. increase.

Building Materials.—Movement of building materials is slow as might be expected under the existing conditions. However, a little better tone has been noted in the market, with the movement of the boats and the arrival of warmer weather.

Tools.—A better inquiry for carpenters' tools is noted although the improvement is hardly what might be expected at this season. There is also a continued demand for fine tools used in the metal trades engaged in shell making, particularly calipers and other precision tools.

Housecleaning Lines.—The demand for mops, polishes and other housecleaning utensils continues strong, particularly to the outside districts and the trade is altogether pleased with the movement.

Seasonable Lines.—The warm weather has resulted in a better inquiry for lawn equipment, particularly mowers and hose. The demand so far for ice cream freezers has been very fair but not brisk. Garden tools are moving well.

Rope and Twine.—In the country districts there is a very fair demand for general purpose ropes. The commercial and industrial demand is comparatively light although the opening of navigation brought some inquiry from the shipping trades.

Utensils.—While there has been no change of late in the prices of made-up utensils, there is a possibility of a further advance before the end of the week; if not in that time, shortly after. The high market for tin, copper and spelter has continued so long that costly raw materials are being used to a greater extent all the time and as the market shows little chance of material reduction higher prices are logical.

Nails and Fencing—There is a little better demand for nails noted recently. Shipments of fencing are practically all made with the exception of some reorders. Altogether it has been a splendid fence season. Prices are shown in current market quotations.

Bolts and Nuts.—The general industrial depression is being noted in the demand for bolts and nuts, although there is a fair movement to the country in general lines.

Fittings.—There was an advance recently made in pipe fittings, but it does not generally affect the hardware trade except on commodity rates. Where concessions on quotations had been granted on medium quantities these concessions are now confined to the larger orders.

Plates and Sheets.—Although the demand is below normal there has been a better inquiry noted during the week, probably encouraged by the water transportation facilities and the warmer weather. Prices remain firm.

Lead Pipe.—A slight improvement has also been noted in the demand for pipe. The market is firm at 8c for lead pipe and 9c for lead waste pipe.

Stoves.—There is a very fair movement of gas and oil stoves, particularly to the country districts. There is also some inquiry from the country for wood cooks, but business generally continues below the normal.

TORONTO QUOTATIONS.

Tin	50c-55c
Copper	19c
Lead	5¾c
Spelter	13c-13½c
Antimony	32c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	35c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp Rope	12½c base
Sisal Rope	10½c base

TORONTO.

TORONTO, April 22. — General conditions continue to improve and a more optimistic spirit prevails in hardware circles. The improved weather conditions are welcomed by the trade, and there has been a noticeable increase in the demand for garden tools and other seasonable lines. The farmers are commencing operations for the season, and the various lines used on the farm are beginning to move freely. Seeding has begun under very favorable conditions, which is encouraging to the farmer, and will stimulate trade in the country districts. The city trade is still comparatively quiet, but is a little more active. The building trade, which has been dull for several months, appears to be picking up, as quite a number of permits have been taken out during the week, due, no doubt, to the improved weather conditions. On this account a slightly better demand may be expected for builders' hardware and supplies in the near future.

There are few changes of importance to note this week; adjustments due to the increased tariff have practically all been made. The continued strength in the metal markets, especially tin, copper and spelter, may affect some lines unless there is a reaction in the near future. Galvanized goods, copper and tinware are the lines most likely to be affected. There is a seasonable demand for shelf hardware and utensils, but stoves and heaters are quiet. The metal markets are firm, copper and antimony having advanced. Tin is weaker and the market unsettled.

The Metals.—The effect of the war on the metal markets is very noticeable this week, and the markets are with few exceptions very irregular. Tin has receded from the high level of last week, and the market is easier for spot metal. Copper is very strong on heavy demand, and has advanced. Spelter has again advanced sharply after a period of comparative quietness. Antimony has reached a new level, being nearly five times higher than a few months ago. Lead is quiet and unchanged, as also is aluminum, the latter being quoted 23½c per pound. Solders are weaker following the decline in tin. The local demand is improving, but consumers continue to buy from hand-to-mouth. A considerable amount of lead and antimony is being used for shrapnel bullets, but the demand for metals for ordinary purposes is light.

Tin.—The New York market is still upset and irregular owing to the restrictions imposed by the British Government on the export of tin. Spot metal is scarce, but the market is easier, although for futures it has an advancing tendency. There is a possibility of the British Government removing some of the restrictions, in which case the situa-

tion would be considerably relieved. Prices have declined and are nominal at 50c to 55c per pound.

Copper.—The market is very strong, due to the extraordinary demand for copper for war munitions. It is more than likely that the demand will increase rather than decrease, as the expenditure of ammunition is enormous. Production is being increased, but it is believed that all the metal has been contracted for up to July. The market has advanced 1¾c, and copper is now quoted at 19c per pound.

Spelter.—The scarcity of spelter is becoming more acute, and buyers are experiencing great difficulty in obtaining deliveries. The situation is serious, and there are no signs of any immediate relief. The market is strong, and prices have advanced 1½c. Quotations are nominal at 13c-13½c per pound.

Lead.—The lead market is quiet, and there is a feeling of uncertainty in regard to the outlook. The trust prices are being maintained, but it is stated that the independents are holding at a considerably higher level than the present market quotations. Quotations are firm, but unchanged, at 5¾c per pound.

Antimony.—The consumption of antimony principally for war munitions is running far ahead of production, and stocks are being steadily reduced. The market consequently is very strong and prices are nominal. Antimony is quoted at 32c, which is a record figure, several times higher than a few months ago.

Solder.—The decline in tin has been followed by lower prices for solders, varying in range from 2c to 5c. Half-and-half is quoted at 33c; wire solder, 35c; wiping, 27c, and tinkers' bar, 35c per pound. Other solders are given in the current market quotations.

Scrap Metals.—The market is strong for copper and brass scrap, and prices are firmer, heavy copper having advanced 1c and heavy and light brass ½c per pound. Prices on other scrap are unchanged, and the market quiet.

Pig Iron.—Prices of English pig irons have advanced, and there is little probability of any of these brands being imported under present conditions. There is no change in the general situation. Victoria and Hamilton brands are quoted here at $19 per ton.

Bar Iron and Steel.—Prices are holding firm at $2.05 base. There is, however, little change in the situation.

Lead and Iron Pipe.—With the outlook in the building trade showing some improvement there should be a better demand for pipe. Prices of lead pipe are firm at 8c and for waste pipe 9c net. Iron pipe quotations are given in the current market quotations.

Wire Nails.—Prices for wire nails are being maintained at $2.35 base, and cut nails at $2.75 base. Business is picking up, but the demand is comparatively light.

Rope and Twine.—The situation as regards raw materials show little improvement; costs are higher, and supplies are difficult to obtain and uncertain. If the demand were normal there is little doubt but that prices of rope would advance. Even under present conditions there is a possibility of a revision. Business during the week has been much better, and there is a more hopeful feeling in the trade. Prices are shown in current market quotations.

LONDON.

LONDON, Ont., April 22.—Spring lines are moving splendidly. There has been a good improvement in business during the past week, due to some extent to the good weather conditions prevailing. Very few price changes have occurred during the past week.

The recent change in the price of loaded shells has been cancelled, and they are now back at the old prices.

Linseed oil remains at the same price as last week, and is quoted as follows:

	Raw.	Boiled.
1 to 2 barrels	78c	81c
3 to 5 barrels ...	77c	80c
6 to 9 barrels....	75c	87c

Lead remains unchanged, and is quoted for Government pure grades in ton lots at $9.10 per 100 lbs. and in less than ton lots at $9.40 per 100 lbs.

No change has taken place in turpentine since the advance of last week, and it is quoted in barrel lots at 73 cents per gallon in single barrels; 2 to 4 barrels, 72c per Imperial gallon; 5-gallon lots, 80c per gallon.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch ..	$3.80
Full Polished, 6-7 inch ...	4.95
Solder	32c-33c lb.
Linseed Oil, raw	93c gal.
Linseed Oil, boiled	96c gal.
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis..	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	**$3.45**
Rope, Pure Manila	16c
Sheet Zinc:	
Cask lots	16c
Small lots	16½c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.80
Lead Pipe:	
Coil, ...	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William..	$2.25
Winnipeg	$2.60
Paris Green:	
1-lb. pkgs., per case	23½c
Blue Stone, per lb.	7c
Window Glass:	

	Sgle.	Dble.
Up to 25 in. .	$6.25	$9.00

WINNIPEG.

WINNIPEG, April 22.—Business seems to be moving steadily along. There is no great rush of orders. On the other hand, business is coming in regularly, and the indications still are that with at least a fair crop assured, there will be a very brisk summer and fall trade. April so far seems to give further evidence of an improved condition. Further wheat money, which is coming in as the result of navigation opening up, seems likely to enable a number of farmers to reduce their liabilities to the dealers. A better condition is certain to come as a result of this.

Shovels to Hold Steady.

A little time ago it was stated that shovels would almost certainly advance 25c a dozen on the 1st of May. Even last week such a rise seemed assured, but since then there has been a change,

Wire Nails, Etc.

Wire nails are in fair demand. The present price is $2.35 base for wire and $2.70 base for cut nails. Most of the larger buyers booked for wire nails some time ago when quotations ranged around $2 base. Wire from stock is quoted as follows:

	Per 100 lbs.
Barb	$2.55
No. 9 soft, galv.	2.30
No. 12 soft, galv.	2.45
No. 13 soft, galv.	2.55
9-coil spring	2.35
Oiled and annealed, No. 10..	2.46
Oiled and annealed, No. 11..	2.52
Oiled and annealed, No. 12..	2.60

Galvanized fence hooks are quoted at $3 per 100 lbs. and $3.25 per 100 lbs. in 25-lb. boxes. Fence staples, bright, are $2.60 per 100 lbs. in kegs; $2.85 per 100 lbs. in 25-lb. boxes; galvanized, $3 per 100 lbs. in kegs, and $3.25 per 100 lbs. in 25-lb. boxes. Poultry netting remains at 45 per cent.; screen wire is quoted at $1.55 in 100-ft. rolls and $1.60 in 50-ft. rolls.

Ropes and twines are firm at the following prices:

Pure Manila .....14½c lb. base	
British Manila .....12½c lb. base	
African Hemp .....12½c lb. base	

The new prices on twine are as follows:

650 ft. ....12¾c lb.	
600 ft. ....10½c lb.	
550 ft. ..... 8¾c lb.	
500 ft. .... 8½c lb.	

⅛c per pound allowance on 5 tons.
¼c per pound allowance on 10 tons.
Terms November 1.

and the present quotations appear likely to hold indefinitely. There has been some price cutting by the manufacturers in the States, and evidently this has resulted in the determination of Canadian manufacturers to hold their prices steady, irrespective of the higher cost of raw material. It is hard to say how long this state of affairs will last. Dealers, however, have an opportunity to buy at a lower cost than might have been expected for the present at least.

Wire at Last Goes Up.

The week has seen the advance in wire which has been predicted for some time. Generally this rise is 15c per spool, but the details are given in the Winnipeg hardware quotations. It is a rise, of course, resulting from the higher cost of galvanizing the wire, and from the increased duty. Even at the new price, the margin of profit to wholesalers is exceedingly low. Still, unless there is some further rise in raw materials, it hardly seems likely that barbed wire will be advanced further for some little time.

Sheet Zinc Away Up.

Sheet zinc is quoted very much higher this week. Some car load lots have during the past few days sold at more than 1c higher than the cask lot quotations in our market report last week. As the stocks of wholesalers are low, the inevitable result was a very marked advance. Cask lots now are quoted at 16c and small lots at 16½c.

Zinc Affects Other Lines.

The advance in zinc makes a rise in batteries seem almost inevitable. It was estimated last week that the difference in the price of zinc was increasing the cost of each battery over 1c. With this further advance the increased cost will, of course, be greater, and with the other ingredients also up, it seems certain that higher levels will be struck.

Blue Stone Rises 1 Cent.

Blue stone has moved from 6c to 7c per lb. As a matter of fact this product rose with copper over two months ago. Wholesalers were at 6c selling for less than they could import the vitriol for, but it was determined to keep the price down as long as it was needed for seeding. Now the need of blue stone for treating the seed has passed, and the price has gone up, it being felt right that a fair profit should be taken for whatever of this product is sold for purely commercial purposes.

There is no further advance in linseed oil, nor has there been any change in the price of glass. Ordering of these lines is comparatively quiet for the time. For paint, however, there is a good call, the higher prices recently struck seeming to make no difference there whatever.

WEEKLY PAINT MARKETS.

(Continued from page 46.)

figure being more generally accepted. Flaxseed has advanced and is $1.80 per bushel at Winnipeg; this, in addition to the decline in price of oil cake, indicates the possibility of higher prices for oil. The demand, however, is light and tends to keep prices down. An advance of 2c is to be noted. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	80	83
3 to 5 bbls.	79	82
6 to 9 bbls.	78	81

Turpentine.—Stocks in the South have been considerably reduced recently but new turpentine is beginning to come in, although in smaller quantities than last year at the corresponding period. It is stated that the Farmers' Association have no stocks on hand which may unsettle the market. Prices are firm and unchanged at 73c, although 68c is being quoted by one interest. The resin market is advancing. It is stated that speculators have bought up all the resin at the principal points in the South and that sales have been very large lately. The following prices for turpentine are being quoted in Toronto: Single barrels 73c; 2 to 4 barrels, 72c, and 5-gallon lots, 80c per Imp. gallon.

Gasoline.—Gasoline is moving freely and prices are firm at 18½c per gallon. The demand for coal oil is falling off.

Glass.—The situation is still very unsettled, chiefly due to the attitude of the American manufacturers. Definite action to meet the conditions is under consideration and a new price list may be issued shortly. It is proposed to base the new price list on manufacturing costs which will probably show an advance of approximately 10 per cent. except in those sizes not often called for.

Putty.—Prices are very firm and an advance may be expected any time. Dull business is the chief reason for maintaining the present prices. The following prices are for standard putty in less than ton lots:

	Per 100 lb.
Bulk, bbls., 800 lbs.	$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10

DEALER PROFIT AND NATIONALLY ADVERTISED SPECIALTIES.

(Continued from page 31.)

guards against an overload of accumulated stock. He is in business chiefly for the sale of the merchandise which classifies his store, and he aims to keep a supply proportionate to his average distribution. If, in a general sense, he has a sufficient surplus of his own established trade, it avails him nothing to fill his storerooms with more of these articles, and to considerably increase his working stock of standard staples would not bring him more customers; or to have six storeys piled up with the same goods would not reduce his overhead. The staples which establish the character of his business demand a certain cost to exploit them. He knows what his average year's sales amount to, and from this he learns the operative cost. If his stock is considerably larger than his opportunity to sell it, his overhead increases, but if he needs more stock than he is selling, he buys it, sells more goods, and reduces his overhead.

When he is selling to the capacity of his trade and is stocked to that capacity, he looks around for something to increase the field of his opportunity and to enlarge his sales. He buys his specialties. They are not staples; they are articles in excess of what he is compelled to carry, and they represent a profit additional to his classified business. He has found new channels for trading and making a profit. Generally, they are advertised articles, advisedly they should be, for they are foreign to his business or they would not be specialties. Their profit is an agreeable profit, not springing from his staple trade, but additional to it without added expense.

If he sells enough advertised goods to warrant their purchase in large quantities, they become staples, and by buying in quantity he can earn a higher discount, which will meet the added cost of stocking and selling a staple line.

The successful dealer in any class of business is always found to be the man who is larger than the small argument and broader than the narrow policy.

Obituary.

Berlin, Ont.—The death occurred here of Andrew A. Voelker, assistant manager of the Merchants' Rubber Co.

Personals.

J. A. Hossack, sales manager for the Lufkin Rule Co., of Canada, while on a trip through to the coast, was taken down with pneumonia, and is now at the General Hospital, Winnipeg. Mr. Hossack's many friends will be glad to know that he was placed under treatment in good time, and the doctors now believe his recovery is assured. It will, however, be three or four weeks before Mr. Hossack will be able to leave the hospital.

Paint Department

Advancing Retail Paint Prices

One Merchant Had Reading Notice Published in Local Paper—Advance Slight, When Present Conditions are Considered.

THE advance in manufacturers' prices on various lines of paints and varnishes, announced in last week's issue of Hardware and Metal, were not unexpected. Hardware and Metal's market reports stated on several occasions that advances were bound to take place as a result of tariff changes and new conditions created by the war. It is well known that a great many orders were placed early on account of predicted high prices, and that dealers took advantage of the advance information handed out to them. Although many good stocks were put in, there was no overloading, for the majority of retailers realize that this is not a time for overstocking, and that even though higher prices have to be paid, it is in many cases better to buy in smaller quantities and often. This, of course, depends on conditions in each locality and the merchant himself must be the judge of which buying methods are most suitable for his particular business. Although there may be a difference of opinion on buying problems there is no difference on the part of merchants when speaking of retail selling prices and nearly all are agreed that the retailer is justified in advancing the retail prices on paint.

Paint is undoubtedly worth considerably more than it was a few months ago. One retailer who is well known to readers of Hardware and Metal has written stating that he has advanced the prices on all lines of ready mixed paints and varnishes, and in order to facilitate sales and make the buying public acquainted with the fact that paint has advanced in price, he approached the local newspaper publisher and suggested that he run a local reading notice regarding paint prices.

The merchant in question is a good advertiser in the local paper, and his request was granted. The merchant in writing to Hardware and Metal, said in part:—"I am having the enclosed inserted in our local paper this week. I think any town newspaper would insert same for an advertiser; to pave the way for the advanced prices we will have to ask for ready mixed paints at once. If it helps my competitor to get the advance with the minimum of trouble, I feel it will doubly help me."

The notice inserted in the newspaper read as follows:—

"During the past week the manufacturers of the higher grades of mixed paints and other paint products have announced a slight advance in the price of their goods. The increased cost of practically everything entering into the manufacture of paint has made this necessary in order to maintain a high standard of quality. Considering the heavy advances in the white lead and linseed oil markets, as well as all coloring materials, the advance announced of a little over 5 per cent. seems modest, and we are sure will not interfere with any painting which our citizens have in view. We hope the 'Paint-up and Clean-up' campaign will be carried on vigorously this spring, and keep our town in the enviable position she has so long held, as one of the finest residential towns in Ontario."

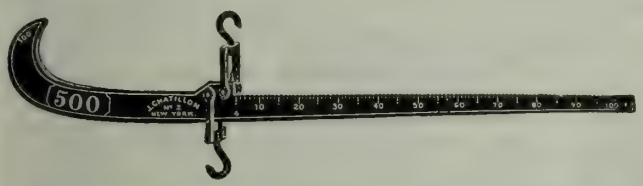
The example set by this merchant could be followed by many others. The advance in price is only a slight one, and should not cause anyone to postpone any painting jobs they may have had in view.



An exceptionally well-arranged window display of paints and varnishes.

Every scale in our line is guaranteed to be sensitive and accurate, giving justice to both the buyer and the seller. They are legal for use under the weights and measures laws of the Dominion. The best material is used in their construction, great care taken in their assembling, and with proper handling these scales will last a lifetime. Fully guaranteed to be perfect in material and workmanship and to give absolutely correct register on all weights up to their capacity.

Chatillon products are a Standard gauge of Quality.



This line should be in your stock—It will add to your reputation to carry Chatillon Products. It's Profitable.

Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

Attention! Eyes Front!

BEAR IN MIND

THE

SECOND ANNUAL

CONVENTION

OF THE

Saskatchewan Branch

OF

The Retail Merchants' Association of Canada (Incorp.)

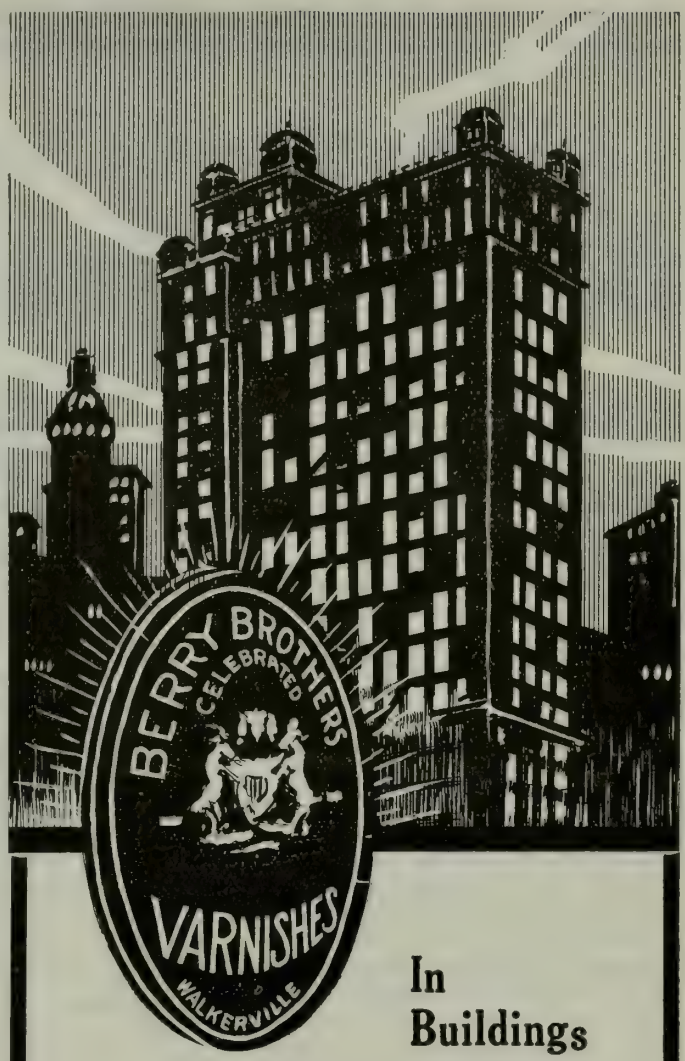
TO BE HELD AT

SASKATOON

On May 11th, 12th and 13th, 1915

Convention Railroad Rates will apply on all lines. Ample Accommodation in First-class Hotels.

Saskatoon Extends a Hearty Welcome.



In Buildings Large and Small

Berry Brothers' varnishes have been used with satisfaction for over half a century. In homes, hotels and buildings of every description, there is constant need for the various Berry products. And likewise there is a steady and established demand for them.

You should always carry in stock these two Canadian-made Berry Brothers products—Liquid Granite, the lasting Waterproof Floor Varnish, and Luxeberry White Enamel, Whitest White—Stays White. They have been supreme for over 57 years and mean sure satisfaction to your customer and certain profits to you.

Write for our Dealer's Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario

Weekly Paint Markets

MONTREAL.

MONTREAL, April 22. — The paint trade appears to have absorbed the general increase in prices without any material check to business. While there was undoubtedly a tendency towards more general buying before the advance and a more conservative attitude is now displayed, the spring activity continues. Country deliveries are very satisfactory, and have been heavy throughout the month, while demand continues fair, indicating that in some sections of the trade the hand-to-mouth policy has been continued, despite the ascending market. City demand continues dull and the West shows little improvement.

Following the general advance on all mixed paints, which went into effect on the 15th of the month, as already announced, there have been other price increases in varnishes and other lines. These miscellaneous changes are not being made jointly in the trade; and, while there are increases of as much as 25c a gallon in some lines by certain houses, other quotations have not as yet been altered. However, this is largely a matter of adjustment, and within a short time it is expected that all quotations will be on the higher level to which prices have been forced by the tariff and the increasing costs of raw materials. On certain lines in which imported materials play an important part the market may be expected to be somewhat irregular, and prices will probably vary, according to the individual position of the maker. At the same time, some "numbers" will be forced from the lists as supplies are exhausted which cannot be replaced while the war conditions continue. For most of these there will be something "almost as good," so that the general public will be able to satisfy its needs in the great majority of cases.

Linseed Oil.—There is a marked advance in the price of linseed oil this week, the refiners having made a change of 2c, which, following on other recent increases, has had a more marked effect in some of the dealers' quotations. At the same time, the state of the market is such that some firms have not materially advanced, the price being maintained in relation to the buying cost on the lower market. As low as 80c and 83c is heard, and several quotations are at 81c and 84c; from this the range is up to 88c and 91c, a level which has just been set and to which a number of firms have advanced. The situation is reported as firm, with the tendency higher. Following are the figures over the range, the usual wide spread being emphasized:

	Raw.	Boiled.
1 to 2 barrels ..	81-88c	84-91c
3 to 5 barrels ...	80-87c	83-90c
6 to 9 barrels ...	79-86c	82-89c
10 bbls. and over	78-85c	81-88c

Gasoline and Benzine.—Shipments of gasoline and benzine have been very heavy during the week, with the opening of navigation. Orders continue very satisfactory from the country districts, and the season promises well. The city consumption continues comparatively small. Prices continue at 15c for drums and 14½c for tank wagon.

Turpentine.—An advance is noted in turpentine. Refiners quote the price as being up 2c, and, while the increase in the trade is hardly so abrupt, there are higher quotations all round and further advances are likely to be made.

	Per gal.
½-bbl lots	70-72c
1-bbl. lots	67-69c
2 to 4-bbl. lots	66-68c
5 to 10-bbl. lots	65-67c

Lead and Zinc.—Lead continues very firm on the recent advances, and the tendency is reported to be still higher. A slightly easier tendency has been noted for pig lead, but this is overbalanced by the advancing market for oil. Zinc is very firm also at about 14c.

Dry Colors.—The situation in dry colors is so unsettled as to be almost beyond definition. The position of each maker depends upon the stocks which he has on hand, with the result that for many lines quotations are merely nominal, and are usually only given with any degree of definiteness when applied for. For some colors, particularly bright reds, prices, when quotations are given, show a remarkable advance.

Colors in Oil.—Colors in oil were directly affected by the new price schedule which went into effect on April 15th, the following quotations now being in Montreal:

Venetian red, pure, 1-lb. tins.....	16c
Chrome yellow, pure	24c
Golden ochre, pure	15c
French ochre, pure	14c
Chrome green, pure	12c
French permanent green, pure.....	16c
Signwriters' black, pure.....	22c

Varnishes, Enamels, Fillers, etc.—In the varnishes and other miscellaneous lines there will be general advances in prices by the makers. Some increases as high as 25c a gallon have already been made; other prices are in process of adjustment; while still others are left to stand for the time being. Paste wood filler will be increased almost immediately to the extent of 2½c to 3c a pound and orange pigments are quoted 9c to 10½c.

Glass.—There is no material change in the glass situation, the old basis still holding, although there is some spread in the quotations of different houses.

TORONTO.

TORONTO, Ont., April 22.—The seasonable weather has had a stimulating effect on the paint trade and increased volume of business is reported both in the city and from the country trade. A feature to be noted is the considerable number of small orders for mixed paint being received from people doing their own painting around their homes. The aggregate of these orders makes a useful increase in the total volume of business. The advance in prices has not apparently affected business. There have been no further changes of importance in prices although some adjustment in dry colors will no doubt be necessary. The supplies of some colors are becoming very limited and in some cases prices have been withdrawn. The situation in some respects is serious and it is difficult to say what will happen. Linseed oil has advanced, due to the increased cost of seed. The glass situation is getting more complicated and an advance in prices is being considered. Collections are fair.

Linseed Oil.—The market is firmer, following the decline last week and is still irregular. Quotations now range from 80c to 85c for raw oil, the former

(Continued on page 43.)



In An Artist's Studio

"FRESCO-TONE"

is often the chosen finish for walls owing to its velvety softness and exquisite coloring, and because it suggests the old idea of real "FRESCO" with the richness of harmonious "TONE."

"When artists agree, who can disagree"—

and so the vogue for flat finish for interior work started and the demand is growing greater and wider every day.

Be prepared to meet it with the full range of

"FRESCO-TONE"

We are manufacturing a splendid assortment—including five entirely new shades for 1915, and will be pleased to send you by return, color folders and complete information in regard to this new and popular wall finish,

"FRESCO-TONE"

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb..... 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30, 10%; "Crown" Black Powder, 30%; "Sovereign" Bulk Smokeless Powder, 30 and 2%; "Regal" Dense Smokeless Powder, 30 and 2%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 2%; Canuck Smokeless, 30 and 2%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10 and 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black Diamond, doz.		9 00
Samson single bit, doz.		9 00
Samson single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net.	9 00
No. 3, doz., net.	9 30
No. 4, doz., net.	10 25
No. 5, doz., net.	11 50
No. 6, doz., net.	12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3 Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal.	0 18½	0 18
3 bbls.	....	0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1) list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.	Per lb
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).	
3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE.	Per doz.
No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 00
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.	14 70
Weighted, 20 lb., per doz.	19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English.	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire Brick, English.	17 00	21 00
Fire Brick, Am., low.	23 00	25 00
Fire clay (Scotch), net ton		6 50
Fire clay, Am., net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls).	0 17
Cement (in 5 and 10 gals).	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters lead pencils, per gross	2 40	6 75
Crayons, per gross.	....	0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadilac Combin'n Cleaner	6 50
Cadillac Electric, Model C.	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case.
4½ lb. size, 2 doz. in case.	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	25 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	28 00	29 50
Copper sheet, tinned 14x60, 14 oz.	25 50	30 50
Copper sheet, planished, 14x60 base.	31 00	37 50
Braziers' in sheets, 6x4 base	26 00	29 50

CORD (SASH).

No. 5, Special	0 30
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets.	3 10	3 25
All bright, 52 sheets.	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
60	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous—	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 25
I X X X, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

I C, 14x20 base	5 25
I X, 14x20 base	6 25
I X X, 14x20 base	7 25
I X X X, 14x20 base	9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

I C, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea.	0 80
Look Out	0 92
Big, Ben, each	2 10
Baby Ben, each	2 10

CROWBARS. 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 30 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

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THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



The Consistent Big Quality and Value of

Jamieson's

PAINTS AND VARNISH

please the most critical of painters and cinch their future orders for paint and varnish and incidentally bring a demand for other goods as well.

OUR PROPOSITION IS A STRONG FRIEND WITH ITS ACQUAINTANCES

Ask us to mail it to you now.

R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating P. D. DODS & CO.

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single	
7 oz. ..	0 15¾	6 oz. ..	0 11½
8 oz. ..	0 17½	7 oz. ..	0 13
9 oz. ..	0 19¾	8 oz. ..	0 14½
10 oz. ..	0 21¾	9 oz. ..	0 16¼
12 oz. ..	0 22¼	10 oz. ..	0 18
15 oz. ..	0 32¾	12 oz. ..	0 21½
		15 oz. ..	0 26

Standard, Single Filled, 36-inch.

7 oz.	0 17	10 oz.	0 23½
8 oz.	0 19	12 oz.	0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIR. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls	18
Drums. 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special. zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Millo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75	
Sheep skins, up to	1 50	

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.
Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4. per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70	10 p.c.
Corrugated, 1½ in., ft.	0 11	
Corrugated, ¾ in., ft.	0 14½	

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$9 25
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20

single ladders; sort nose, 1c per

18 ft., each	1 96
20 ft., each	2 40

foot additional.

8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	11 00
Banner Junior	12 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42. per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb., sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12. Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

ANNOUNCEMENT

Sell The Best

Sell only the best of every class of article you handle and you will develop a good-will and reputation which your neighbor storekeepers may well envy. Ultimately you will make more money than them all, for the whole community will believe in you. They will have faith in you and the goods you recommend, and will gladly pay a fair profit on your quality merchandise.

Knowing that the "quality" merchant is invariably the most successful merchant, Beatty Bros. build their goods for this class of trade. Our aim is to make our trade-mark, the big "BT," stand for the BesT in all our lines. "BT stands for BesT" is our ideal and motto.

Beatty Bros. make the well-known Daisy Churn, the Bonnie, Vollmar, Cyclone and Ideal Washers, and the Cyclone and Daisy Grinders, formerly made by Wortman & Ward, of London and Winnipeg. The BT Ready-to-ship Pumps are the best values in pumps to be had—best in construction, best and easiest to handle, best to sell and best in price. Beatty Bros. make the BT Extension Ladders, known for their lightness and strength, and the BT Step Ladder with the Galvanized top. We make most of the hay tool goods sold in Canada.

Handle the BT Goods, for they bring not only the best profit but the best satisfaction for good customers. Send for General Catalog No. 23 and Spring Proposition to the trade.

Beatty Bros., Limited, Fergus, Ont.

Western Branch: Winnipeg, Man.

BT STANDS FOR BES

BT

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box.
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 50
No. 6, 2⅛	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

Less 10 per cent.

NETTING, POULTRY.
45% off.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English).... 7 50
U.S. Navy (English)..... 7 00
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 9c lb.
Brass, light, 7c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 12½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 85
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion. 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.

Size	Black	Galvanized
¼" and ⅜"	$ 2 16	$ 3 18
½"	2 64	3 74
¾"	2 99	4 49
1"	4 42	6 63
1¼"	5 98	8 97
1½"	7 15	10 73
2"	9 62	14 43
2½"	15 21	22 82
3"	19 89	29 84
3½"	23 92	35 88
4"	28 34	42 51

Lapweld.

2"	$ 11 10	$ 15 91
2½"	15 80	23 40
3"	20 66	30 60
3½"	24 84	36 80
4"	29 43	43 60
4½"	36 83	52 07
5"	42 95	60 68
6"	55 68	78 72
7"	76 16	104 72
8"x25 lbs. per ft.	80 00	110 00
8"x28 lbs. per ft.	92 16	126 72
9"	110 40	151 80
10"x32 lbs. p. ft.	102 40	140 80
10"x40 lbs. p. ft.	131 84	181 28

PIPE (LEAD).
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 12½
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
Basis (⅝" dia. and larger)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(63¼).. 4 10
No. 1375—3 ft. ...(66¼).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.

Wood, F.H., brass ...	75	10	10
Wood, R.H., brass ...	70	10	10
Wood, F.H., bronze...	70	10	10
Wood, R.H., bronze...	65	10	10
Drive screws	65	10	10
Set case hardened ...	60	10	
Square cap	50 and		05
Hexagon cap			45
Bench, wood, per doz. ...			$5 00
Bench, iron, per doz.			4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 6 40
No. 20, per doz. 6 75

STONES.
Western Red End (3 doz. to box), per box 0 85
Diamond, per box 2 45
Ouinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

SHEETS (BLACK)
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbal's best best
16-20 ..	3 90	3 65	3 90
22-24 ..	4 10	3 75	4 10
26	4 35	4 10	4 35
28	4 60	4 30	4 60

Colborne Crown — 16-20 gauge $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand.	Montreal
14 gauge	3 40
16 gauge	3 40
18-20 gauge	3 60
22-24 gauge	3 70
26 gauge	3 80
28 gauge	4 30
10¾ ozs.	4 50



"Phenomenal Sales Increase"

Says Long Established Booth & Law Co.

WHEN a man who has been at the helm of a hundred year old business for nearly half a century says that the sales increase of his company on Pratt & Lambert Varnishes has been phenomenal, it pays to listen. Such long experience in selling various lines of varnishes and in judging of varnish quality make this statement of unusual significance. Read Mr. Law's letter which points out some of the reasons why such gratifying sales results have been possible for them and are possible for *you*. If you will read this letter and act on it, you will be taking a straight and direct course to successful varnish sales.

Write For Complete
Pratt & Lambert Dealers' Proposition

Pratt & Lambert-Inc.
24 Courtwright St., Bridgeburg, Ontario

LYMAN M. LAW, President — WALTER B. LAW, Vice-Pres. and Treas. — J. HAROLD LAW, Secretary — CHARLES WEISS, Sales Manager



THE BOOTH & LAW COMPANY
VARNISHES, PAINTS, BRUSHES
YALE SEAL SPECIALTIES
STANDARD TUR-PINE SPIRITS
OFFICE AND SALESROOMS
59 CROWN STREET
WAREHOUSE
WATER AND OLIVE STREETS



NEW HAVEN, CONN. Jan. 5, 1915.

Pratt & Lambert,
185 Madison Ave.,
New York, N. Y.

Gentlemen:

Although we have been in business as you know almost a hundred years, it is only recently that the modern force of advertising has become a big factor in business. Thus in recent years we have been able to greatly increase our business through the handling of advertised lines. It was our study of what constituted good advertising backing of a line of goods that led us to adopt Pratt & Lambert Varnishes a few years ago. We have not been disappointed with the results. Our first order while small has grown until now we order in carload quantities and our sales increase in this time has been phenomenal.

Your magazine advertising, dealer helps of all kinds, painters' magazine, "Varnish Talks", letter promotion campaign to home builders, Architectural Department which is getting the good will and co-operation of architects and securing their specifications for Pratt & Lambert Varnishes, your Advisory Department, method of referring inquiries, in fact every other detail of your advertising plan is in our opinion 100 per cent efficient and is pulling the results for us. This can be easily seen from the fact that despite all the "calamity howlers" of the past year, our business has shown a decided increase and due to the fact that you have advertised harder than ever during the past year while some of the other fellows seem to have let down. With the indications of returning prosperity this Spring, we look forward to the greatest year on Pratt & Lambert Varnishes in the history of this company.

Yours for Success.
Walter B. Law
Pres.
THE BOOTH & LAW COMPANY.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	4.
Socket sc'ps.	50 and 5		45 and 5
Set scoops	50		
Drain. tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand.	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SPITTER WIPING.
Acme 0 23
Commercial 0 25
Easy 0 24
Star Extra 0 27
Strictly standard wiping 0 27

SPELTER.
See weekly report.

STAPLES.
100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25
Poultry netting, 100 lbs.... 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes.. 2 90
Galv'zed Fence, 100-lb. kegs 3 00
Galv'zed fence, 25-lb. boxes. 3 25
Cooper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Ste. ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Samson, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Onelda Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb.
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 0, doz.	5 32
No. 1 doz.	7 13
No. 2, doz.	7 76
No. 3, doz.	8 86

Per nest.
Nests of 3—0, 1 and 2.....$2 38
Nests of 3—1, 2 and 3..... 2 05
Nests of 4—0, 1, 2 and 3.... 2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure: 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2 50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt	
Barb		2 55
No. 9, coil spring		2 35
No. 9, plain galvanized		2 30
No. 12, plain galvanized...		2 45
No. 13, plain galvanized...		2 55
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

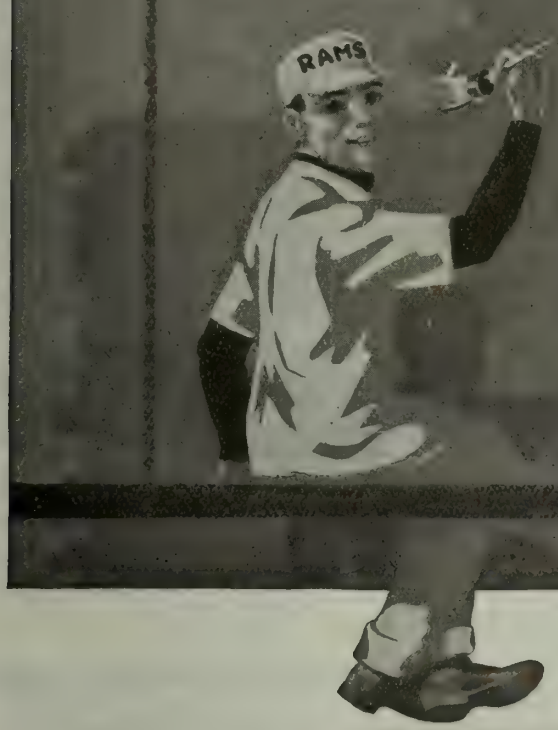
Royal Canadian 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	14 50	15 00
Part cask	15 00	15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal

48 Colborne Street, Toronto, Ont.

167 Pender Street, Vancouver, B.C.



Made in Canada

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 00

COLORS (DRY). Per lb.
Raw Umber 100 lb. keg.. 0 10
Burnt Umber, 100 lb. 0 10
Raw Sienna, 100 lb. kegs.. 0 10
Burnt Sienna, 100-lb. kgs.. 0 10
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs.. 0 04½
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 ..... 0 02
Drop black, pure dry ... 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 04
Yellow ochre, barrels 0 01¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.
Venetian red 1-lb. tins. pure 0 16
Chrome yellow, pure 0 24
Golden ochre, pure 0 15
French ochre, pure 0 14
Chrome green, pure 0 12
French permanent green, pure 0 16
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons. 0 08

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins
Alba-Gloss enamel 4 10
Anchor Floorlustre 1 80

FILLER. Gal.
Luxeberry Enamel $5 00
Screen Enamel B.B. 1 65

GLUE. Per lb.
French medal 0 15
English common sheet ... 0 12
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 .... 0 13
Extra 0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
91 to 95	....
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine $9 55		$9 70
"Anchor," pure 8 95		9 10
Green Seal 8 95		9 10
Brandram's B.B. Genuine 9 65		9 80
C.P. Co. decorat's pu.. 8 95		9 10
Crown and Anchor, pure 9 15		9 30
Decor'or's Pure (Wpg).....	9	70
Moore's Pure White Lead 8 95		9 10
Painter's Perfect 8 65		8 60
Ramsay's Pure Lead.. 8 95		9 10
Ramsay's Exterior ... 8 65		8 80
Tiger Pure 8 95		9 10
"James Genuine"	11	25
Stephens' H. P. P. (Winnipeg)	9	80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt.....	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste).
1 lb. pkgs., 100 lb. lots..$16 50
2 lb. pkgs., per 100 lbs.. 16 50
5 lb. pkgs., per 100 lbs.. 12 50
25 lb. pkgs., per 100 lbs.. 11 50
100 lb. pkgs., per 100 lbs.. 10 00
200 lb. kegs, per 100 lbs... 9 75
300 lb. pkgs., per 100 lbs.. 9 25
600 lb. casks, per 100 lbs.. 9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon
Sherwin-Williams paints. base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	1 85
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle...	1 70
Martin-Senour, 100% pure..	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City....	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color.....	2 25

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case.	23½	24¾
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks.....9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans $0 18	
2 lb. cans 0 18	
5 lb. cans 0 17	
10 lb. cans 0 16	
25 lb. cans 0 12	
100 lb. kegs 0 11	
½ barrels 0 10½	
Barrels 0 10	

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).
Half pint tins, per doz. 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.
Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls.	See weekly report.	

SLATING. Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. $3 00

STAINS. Gal.
Oil, & Spirit, Berry Bros...$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

	Per gal.	cans
Liquid Granite $3 00		
Elastic Interior 3 00		
Elastic Outside 6 00		
Luxeberry, light 3 00		
Luxeberry, white 5 00		
Luxeberry, spar 4 50		
Luxeberry, exterior 5 00		
Dugloss finish 3 00		
Carriage, No. 1 .... 1 50		
Excello 2 00		
Mar-Not 2 70		
Elastic Oak 1 50		
Light oil finish 1 35		
Gold sized japan 2 00		
Baking black japan 1 35		
No. 1 black japan 0 95		
Crystal Damar 2 50		
No. 1 Damar 2 25		
Oilcloth 1 50		
House painters' white jap... 1 95		
Elastilite varnish 2 25		
Copaline varnish 2 25		
Granitine floor finish 2 25		
Jamieson's floor enamel ... 1 75		
Sherwin-Williams' KOPAL varnish 2 50		
Canada Paint Co.'s SUN varnish 2 25		
"Flint-Lac," coach 1 30		
B. H. Ltd., "Gold Medal," cases 1 80		
Dependon Lt. H. Oil Finish 1 55		
Everlastic Floor 2 30		
Elastica exterior finish 4 25		
Flattine floor finish 3 00		
Stovepipe varnish, ½ pints, gross 9 00		
Pure white shellac varnish 2 15		
Pure orange shellac varnish 2 00		
No. 1 orange shellac varnish 1 85		
Kyanize floor finish 3 25		
Kyanize cabinet rubbing .. 3 25		
Kyanize spar 4 25		
Kyanize stains 3 25		

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅜
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor Wax	0 39
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	0 90
Gilders bolted, in bbls.....	1 00

ZINC (DRY).

Extra Red Seal, V.M.....	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-	15
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7- 8
Pure in Darmar Varnish.	0 25
Superfine	12 00

Here's Prompt Delivery

GRENFELL MILLING CO.
Grenfell, Sask.

Order received
Tuesday afternoon, March 30th
70 Boiler Tubes, 3 in. diameter, 14 ft. long
Delivered April 3rd

Stock Material Shipped Same Day as Order Received.

Our stock-on-hand of standard and miscellaneous steel and iron is very complete—see our stock list.

Orders from stock are shipped same day as received.

Our equipment is such that we can make up special orders, or cut odd sizes, etc., without any unnecessary delay.

Our tracing department follows your order through to its destination—insuring prompt delivery.

Give our service a trial, we promise entire satisfaction.

Bars	Tees	Rails	Sheets
Bolts	Tubes	Plates	Nuts
Rivets	Spikes	Angles	Turnbuckles

Send for Our Monthly Stock List and Let Us Fill Your Orders.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

A "Brighten-Up" Campaign in Your Town

will increase the sale of paint, garden tools, and other lines you carry. If you have not read the April SWP—do it now—and get busy with the plans outlined.

The demand for Sherwin-Williams Paints and Varnishes is gaining each year—make the best of the S-W Agency. Advertise your store as the place to buy Sherwin-Williams paints, and varnishes, and high quality hardware lines, etc.

A little of your energy, and enthusiasm for bigger business and more profits will enable you to make a big success of the Clean Up and Paint Up Week in your town. Start to-day!

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg $7 00
ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.
AUGER BITS.
"Irwin" bits, 40%; common, 70%.
AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2⅛ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2¼ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7⅛ lb., $28 per doz: 7⅞ to 9 lb., $30.80.
BARS, CROW.
$4 per 100 lbs.
BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.
BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".
BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.
BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.
BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.
BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅝, 50%; 7-16 and up, 40%.
BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 os., $2.60; 16 oz., $2.85 per 100 lbs.
BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.
CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.
CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.
CLEVISES, MALL.
7½c per lb.
COPPER.
Sheet and plannished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.
ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.
FERRULES AND RINGS.
30 per cent. off.
FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.
GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.
GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.
GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.
HAY KNIVES.
Heaths, $8; Lightning, $7.50.
HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.
HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.
JACKSCREWS.
60 per cent. off list.
KNOBS. Door, 307, $1.25.
IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.
IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.
LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50
LEAD PIPE.
$8.25—$9.25.
LEAD WASTE.
$8.75.
LINSEED OIL.
Raw, per gal., 93c; boiled, per gal., 96c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.
LOCKS.
Rim knot lock No. 600, $1.60 per dozen.
MATTOCKS.
Pick, $5.75; cutter, $5.75.
NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.
NAILS, HORSE.
Capewell, 10 and 5 off list.
NETTING.
Poultry, 40%.
NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.
OIL CANS.

	Gal. Tin vanized
½ gal., dome top....$2 10	$3 04
1 gal., dome top.... 2 55	3 42
2 gal., dome top.... 3 97	4 55
3 gal., dome top....5 10	7 35
5 gal., dome top....6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.
DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.
PARIS GREEN.
100-lb. drums, 21¼c; 1-lb. pkgs. (case lots), 23½c; ½-lb. pkgs. (case lots), 25½c.
PICKS.
Clay, 6-7, $4.50 per dozen.
GALVANIZED IRON PIPE.
¼ inch, $3.95; ⅜, $4.05; ½, $4.70; ¾, $5.55; 1 inch, $8.15; 1¼, $11; 1½, $13.35; 2, $17.80.
IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.75; ½ inch, $3.35; ¾ inch, $3.95; 1 inch, $5.80; 1¼ inch, $7.85; 2 inch, $12.60; 2½ inch, $20.20; 3 inch, $26.40; 3½ inch, $31.75; 4 inch, $37.60; 4½ inch, $42.35; 5 inch, $49.75; 6 inch, $66.40.
PLASTER. Paris, per bbl., $3.25
PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.
PLOW SHARES .....10c per lb.
POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.
PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06
RASPS.
Heler's 70 and 5 per cent.: Heler's horse tooth rasps, 60-10 per cent.
RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.
ROPE.
Sisal, 11½c base; pure Manila, 16c base; British Manila, 13½c base; lath yarn, 10¾c base.
Tarred Marline Hanks, per lb., 26c.
SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.
SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.
SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.
SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.
SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball, $11.20.
SHEET ZINC.
Cask lots, 16c; small lots, 16½c.
SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.
SOLDER.
Per pound, 32 to 33 cents.
SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.
STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.
STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.
STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.
STEEL SQUARES.
40 per cent. off new list.
STOVE PIPE.

	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 87
TACKS.
Carpet, 75-10 per cent. off list
TIES. Cow, 35 per cent.
TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.
TURPENTINE.
Per gal., barrel lots, 75c.
VARNISHES.

	Per gal. case
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb
Vitrol, blue stone, per lb., 7c.
WARES.
Galvanized, heavy, 25, 12½%.
WASHERS.
Iron, small lots, 80 per cent.; full boxes, iron, 35 per cent.
WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.
WHITE LEAD.
Decorators' pure white lead, ton lots, $9.70; less than ton lots, $10.
WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B., $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.
WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop $3.90 Winnipeg, $3.50 Fort William.
WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.
WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.
WRENCHES.
Stillson, 65 and 5% off.
WRINGERS.
Royal Canadian, $38 per doz.: Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Back to Nature

NATURE is calling aloud these days to the people with red blood in their veins. The sky is blue, the air balmy and warm, while the ground underfoot is drying and taking on its mantle of green. Now is the time to prepare for the business this life in the open creates. The small boys are getting anxious about new baseball outfits, bicycles, wagons, lacrosse sticks and footballs. The mothers' thoughts turn to baby carriages or go-carts in which to give their little ones the fresh, sweet air which good old Nature provides. The young people are looking forward to tennis, croquet, quoits, bowling, or a restful hour spent with a book in a well-placed hammock. The men are planning their fishing trips or their Saturday afternoon at the traps.

In fact the world, his wife and children are eagerly getting out in the open, "back to Nature," and you want to be in a position to supply them with their many Sporting Goods needs.

To do this successfully you should deal with the largest Sporting Goods Jobbers in Western Canada. We have the very best lines and a widely varied assortment. Our Mail Order Service is unexcelled, therefore when in need of Sporting Goods or information about them, write to—

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"

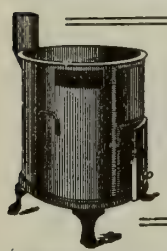
DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY F. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

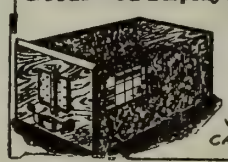

Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada



Are You Represented in England?
There is a DEMAND for Canadian goods in the OLD COUNTRY.
We are open to represent GOOD CLASS CANADIAN FIRMS on Commission or buying Agency Basis.
We specialize in Engineers' Supplies, and should be specially interested in Extruded Metals.
Mail particulars of your manufactures to
HAMPTON & LEACH
Finsbury Court, Finsbury Pavement, LONDON, E.C.

A want ad. in this paper will bring replies from all parts of Canada.

NICKEL

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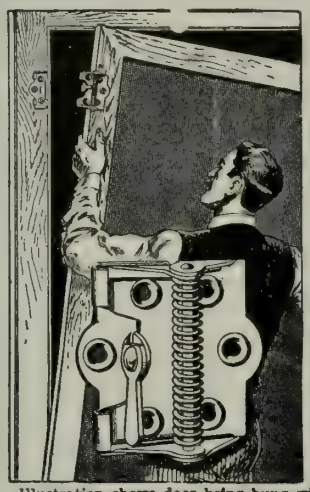
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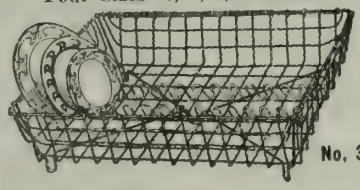
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Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Electric Irons.
MacKenzie Bros., Winnipeg, Man.
Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
Electrical Tools.
Smith & Hemenway Co., New York.
Emery Cloth.
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.
Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.
Enamels.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
End Cutting Nippers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
Evemers, 3, 4 and 5 Horse.
MacKenzie Bros., Winnipeg, Man.
Fasteners, Storm, Sash & Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Filters.
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

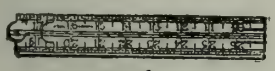
Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.
Fire Brick.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London,
Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.
Fishing Tackle.
Andrew B. Hendryx Co [illegible]ven.
Marble Arms & Mfg. Co., Gladstone, Mich.
Flags.
Scythes & Co., Toronto.
Flashlights, Electric.
MacKenzie Bros., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Flint Paper.
Jno. Oakey & Sons, Ltd., London,
Food Choppers.
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.
Folding Tubular Steel Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Force Cups.
Canadian Consolidated Rubber Co., Montreal.
Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Friction Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.
Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Galvanized Ware.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.
Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.
Garden Tools.
Doust Specialty Co., Ltd., Toronto.
Eureka Planter Co., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.
Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

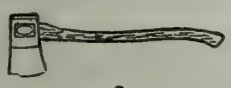
Gauges.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.
Glass.
Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
Glass Cutters.
Smith & Hemenway Co., New York.
Glass, Ornamental.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.
Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.
Glass, Wired.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
Glaziers' Diamonds.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Gouges.
Buck Bros., Millbury, Mass.
Peck, Stow & Wilcox Co., Southington. Conn.
Granaries.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Gravity Electric Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Gravity Lowering Blocks.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.
Guns.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.
Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saw Blades.
Victor Saw Works, Hamilton, Ont.
Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hammers.
Peck, Stow & Wilcox Co., Cleveland,
Whitman & Barnes Mfg. Co., St. Catharines.
Handles.
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.
Handles, Small Wood.
E. B. Salyerds, Preston, Ont.
Hand Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Hangers, Storm Sash and Screen.
The Stanley Works, New Britain, Conn.
Hardware, Metal Window.
The Stanley Works, New Britain.
Harvest Tools.
H. S. Howland, Sons & Co., Toronto.
Hay Unloading Tools.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Hay Wire.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
Hinges, Spring.
Chicago Spring Butt Co., Chicago.
Hockey Sticks.
E. B. Salyerds, Preston, Ont.
Still, J. H., Mfg. Co., St. Thomas.
Hoists, Chain, Electric and Pneumatic.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Hoisting and Conveying Machinery.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

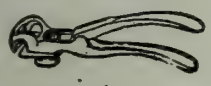
Hollow Handle Tool Sets.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hooks.
Henderson & Richardson, Montreal.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Peck, Stow & Wilcox Co., Cleveland,
The Stanley Works, New Britain,
The Steel Co. of Canada, Ltd., Hamilton.
Hoops, Steel and Wire.
Haven, Conn.
Peck, Stow & Wilcox Co., Cleveland
The Steel Co. of Canada, Ltd., Hamilton.
Hooks, Moulding.
The Andrew B. Hendryx Co., New
Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Horseshoes and Nails.
The Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Quality Tool Co., Montreal.
Iron and Steel Bars.
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd. Hamilton.
London Rolling Mill Co., London.
Iron Pipe.
Canadian Tube & Iron Co., Montreal
The Steel Co. of Canada, Ltd. Hamilton.
Iron Pumps.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Japans.
A. Ramsay & Son Co., Montreal.
Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.
Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.
Knives, Hunting and Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.
Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.
Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Lashes.
Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.
Latches.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

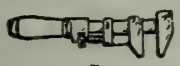
Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.


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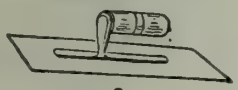

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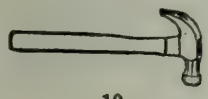

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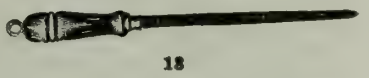

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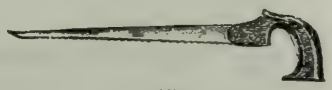

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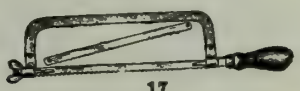

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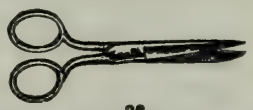

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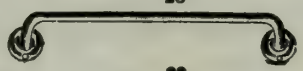

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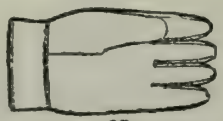

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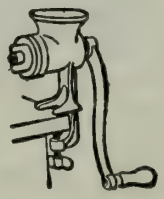

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CLASSIFIED LISTS OF ADVERTISEMENTS

Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Stratford Mfg. Co., Stratford.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Lumbering Tools.
Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Mantles.
Hamilton Gas Mantle Co., Hamilton.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof.
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain Conn.
Tallman Brass & Metal Co., Hamilton.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Mitre Boxes.
Smith & Hemenway Co., New York.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
MacKenzie Bros., Winnipeg, Man.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works Fitchburg, Mass.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

Nails, Wire.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Packing.
Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

Plate Clamps.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

Pulleys.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump Valves.
Canadian Consolidated Rubber Co. Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Kir-Ben, Ltd., Almonte.
McClary's, London.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.
Western Foundry Co., Wingham.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ranges, Electric.
Northern Electric Co., Montreal.

Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y

Red Lead.
Brandram-Henderson Co., Montreal.

Refrigerators.
MacKenzie Bros., Winnipeg, Man.
McClary's, London.
Sanderson & Harold Co., Paris.

Registers.
Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney
Canada Wire & Iron Goods Co., Hamilton, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Parmenter & Bulloch Co., Gananoque.

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H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
The Paterson Mfg. Co., Ltd., Toronto.
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Peck, Stow & Wilcox Co., Southington, Conn.
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Berry Bros., Walkerville.
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A. Ramsay & Son Co., Montreal.
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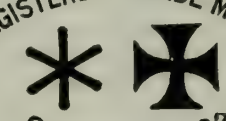
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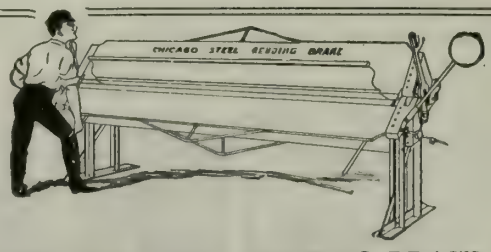


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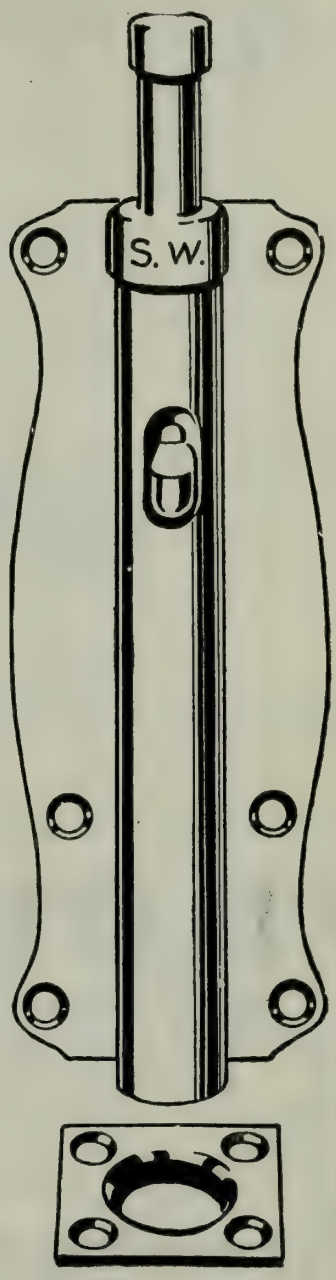
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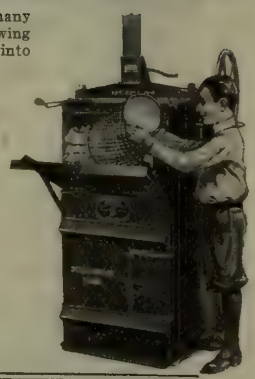
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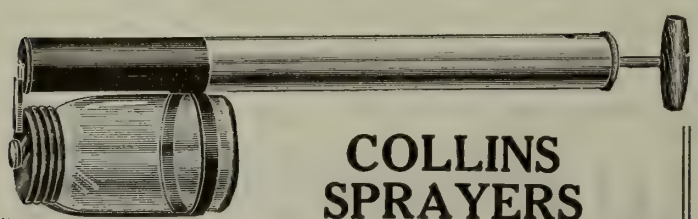
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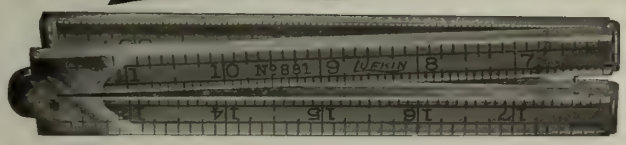
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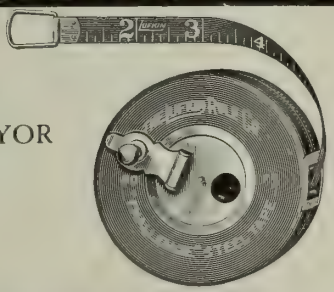
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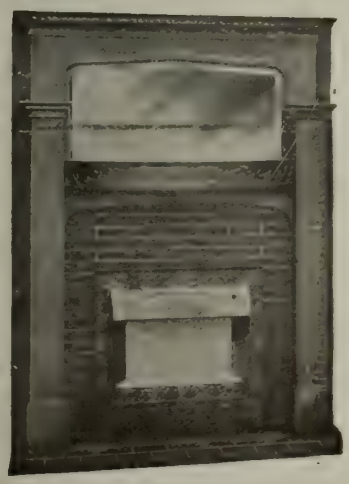
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The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



THE SPRING CLEAN-UP

The winter's accumulation of rubbish and dirt has been lain bare. The sun, the birds, the very air call upon all mortals to clean up. It's the time to sell

McKINNON ALL-STEEL REELS

Order a stock to-day. You'll need them as soon as you can get them.

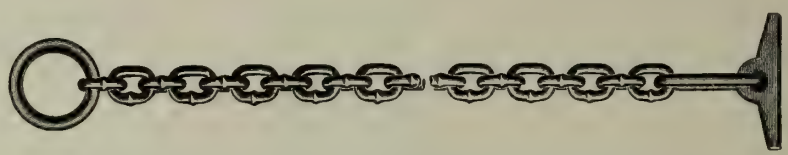
They are lighter, yet stronger, than any metal reel of the same capacity. Their large drums cannot kink the hose. Their japan finish makes them rustproof. They sell at a popular price.

McKinnon Dash Co., - St. Catharines, Ont.



With two sheared toggles

Electric Swell Weld



Electric Swell Weld

With Ring and Coast Pattern Forged Toggle

ELECTRIC WELDED BOOM CHAIN

Sizes ⅜″ to ¾″ Inclusive

25% { More Weld = 25% { More Strength = 25% { More Wear

Perfection of welds fully guaranteed

Actually Tested — Prompt Shipment — Low Prices — Best Quality

Give us a trial at our risk—Money back if not satisfied

Made in Canada



Made in Canada

With T-Bar Hook and Long End Link

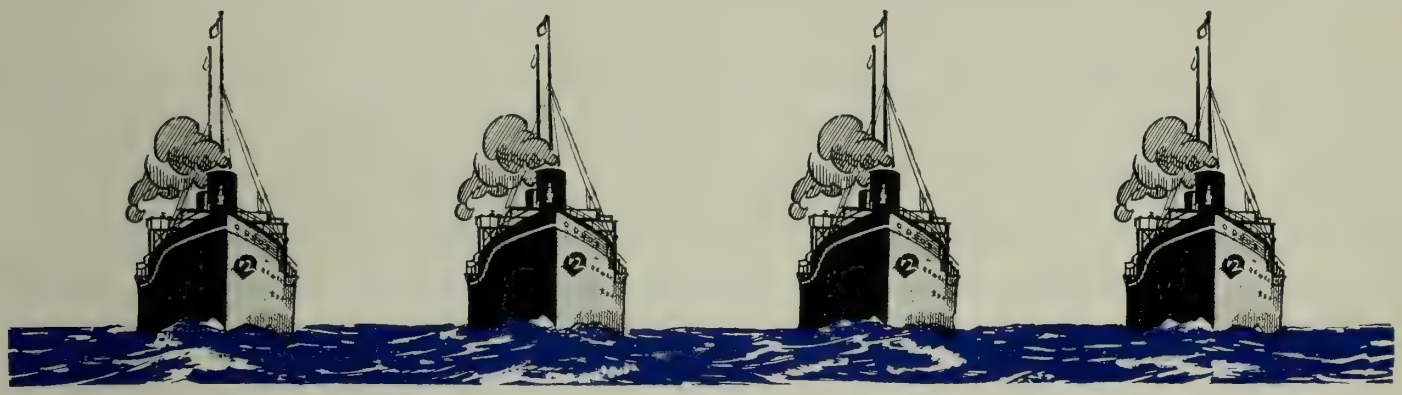
McKinnon Chain Co., St. Catharines, Ont.



Ring and sheared toggle

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 May 1
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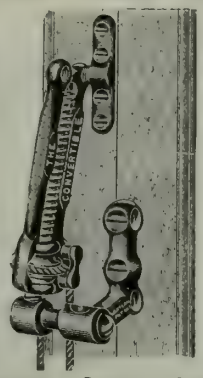
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⅜ screw ... 4/
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1795 Brass
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each.

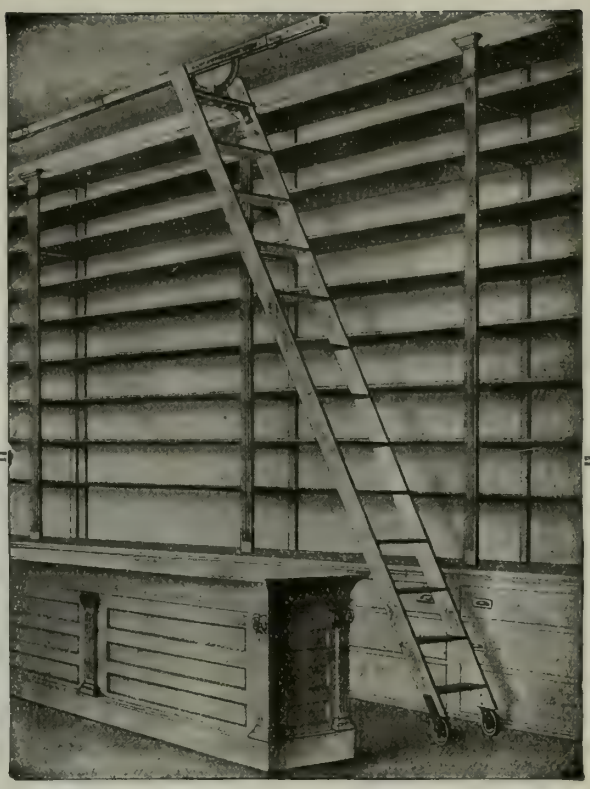
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Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

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It's One of the Handiest Abrasive Tools We Know of



You can sell it—sell it quick to the farmer, gardener or caretaker for sharpening mower sections, or lawn mower knives; for edging spades, hoes, etc. For sharpening almost any edge farm or garden tool. It's a tapered four-sided shaft of Carborundum fitted with wood handle—just the right, handy size—right grit for all-around work—cuts fast and clean, shows long life. ¶ And don't forget these customers are also in the market for the new farm grinder and Carborundum Niagara Scythe Stones.

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The UNIVERSAL Mayonnaise Mixer and Cream Whip

Makes perfect mayonnaise dressing in a fraction of the time required by the hand method. No special skill is required and any recipe may be used.

The UNIVERSAL Mayonnaise Mixer eliminates all difficulty in mixing the oil and egg while the salad is being beaten, as the oil cup is equipped with a valve adjustment which regulates the flow of oil from a single drop to as great a quantity as desired.

The dasher travels around the jar as well as revolving the blades and this double motion mixes whatever is in the jar more thoroughly and in less time than any other mayonnaise mixer.

These features alone make the UNIVERSAL Mayonnaise Mixer superior to any other on the market and are points which every housekeeper will appreciate.



The bowl is entirely open at the top and the inside is perfectly smooth with no grooves. It is not fastened to the frame and is easily removed, for cleaning, by loosening the thumb nuts at the sides.

When these thumb nuts are loosened the entire operating part may be removed from the bowl.

All metal parts are heavily tinned, thus insuring freedom from rust.

A large clamp holds the mixer securely to the table, making it easy to operate.

The UNIVERSAL Mayonnaise Mixer is remarkable for its simplicity of construction and the ease with which it may be cleaned.

No. 150. Mayonnaise Mixer. Mixing Capacity 1 Pint. Each $2.00

It may be used, with excellent results, for beating eggs, and mixing all light batters, and as a cream whipper it is unexcelled. A pint of pure cream, taken from the ice, can be whipped stiff in one minute and the whites of two eggs can be beaten stiff in less than two minutes.

The UNIVERSAL Mayonnaise Mixer is adapted to all mayonnaise recipes, preparing them with less work and in far less time than can be done by hand.

For prices, etc., write to your Jobber or direct to us.

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New Britain, Conn., U. S. A.

UNIVERSAL

"GOLD COIN"

(Trade-Mark Reg.)



Wallboard



Advantages Over Plaster

Cheaper than efficiently applied lath and plaster.

Cleaner. No dirt and mess as with plaster, the stains of which frequently ruin floors.

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Cheaper in first cost and in time for applying. Absolutely no waste. "Gold Coin" is supplied in sheets 32″ or 48″, and in lengths 6′, 7′, 8′, 9′, 10′, 11′ or 12′.

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Colors. With the use of "Gold Coin Tone" a flat oil finish in any conceivable tint is to be had. Write for our **Color Card.**

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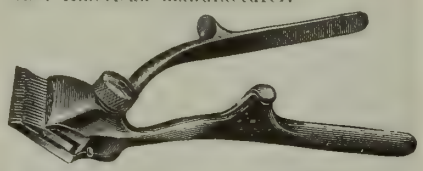
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MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

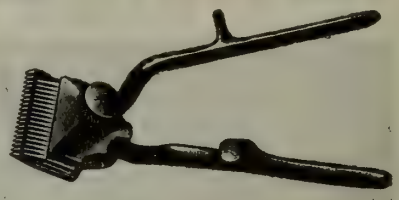
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



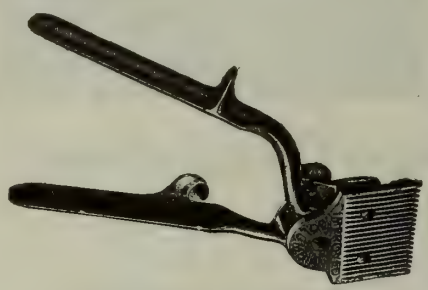
STANDARD No. 0, No. 1, and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



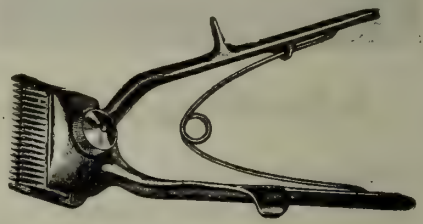
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

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Canadian Agents for
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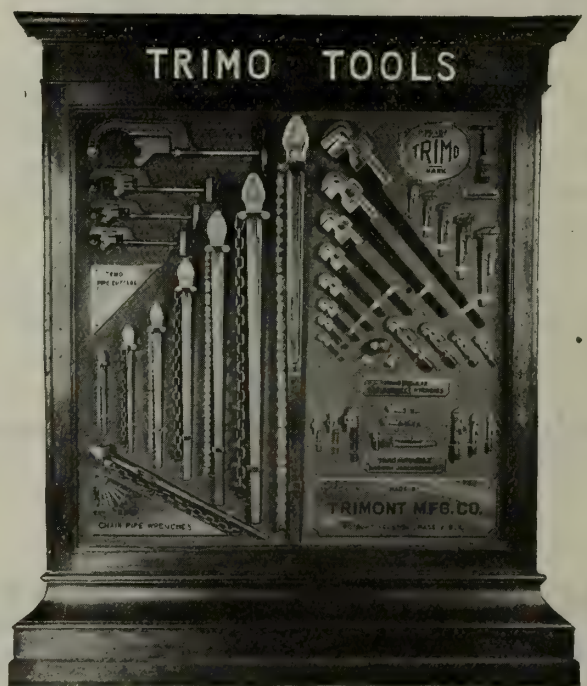


CADET
with visible spring, retailing at about $1.00.

WE ARE ILLUSTRATING BELOW OUR

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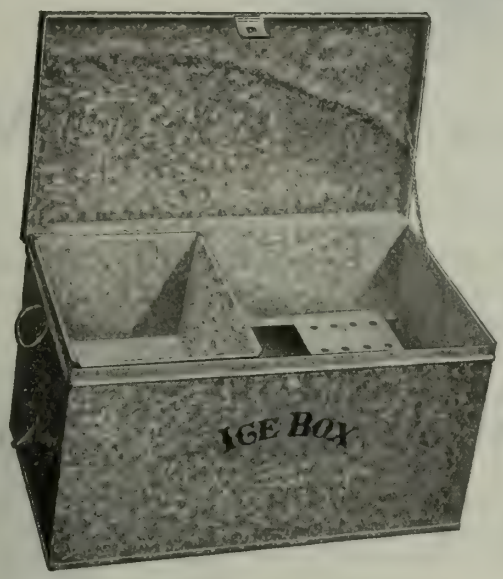
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LOCATION: BLOCK 26, AVENUE D, MANUFACTURERS BUILDING

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TRIMONT MFG. CO., 55-71 AMORY STREET Roxbury (Boston), Mass.



No. 1

Size—28½" x 16¾" x 16" high.
Finish—galvanized inside and out.
Capacity—20 lbs. of ice.



No. 35

Size—18½" x 12½" x 13½" high.
Finish—white enamel inside and out.
Capacity—10 to 15 lbs. of ice.

There is a demand for a well-made Ice Box in your territory if the price is within reach. This is what you have been looking for to fill this demand.

No. 1 has removable ice container, deeply recessed bottom, and is made so that the ice-water cannot get into the food.

No. 35 has rounded corners, seamless covers, and because of very favorable manufacturing conditions is a great bargain at present prices.

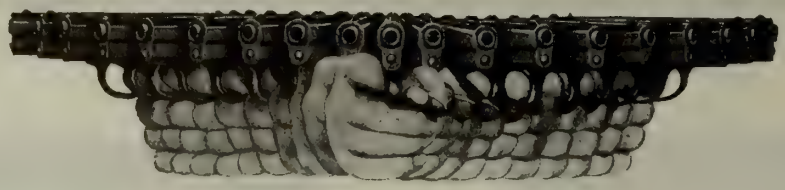
Both of these Ice Boxes are also vermin-proof containers for food in the winter and are easily cleaned.

Stock them so you can Sell them.

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THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

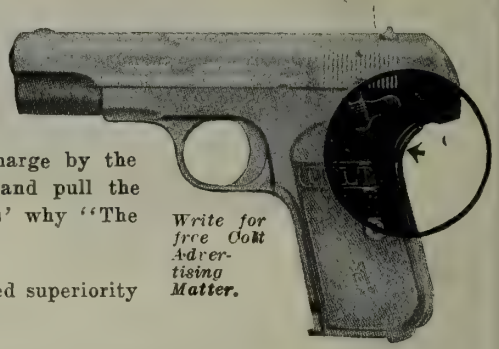


You May Never Need a Pistol but ONCE

But when that ONCE comes to you your pistol should be the unfailing kind—a Colt.

Many people who have bought pistols for home protection have come face to face with a crisis only to find their weapons unresponsive. Many have fancied a crisis and found their pistols too ready, to their everlasting regret.

The COLT Automatic



when loaded and cocked is positively locked against unintentional discharge by the unique safety device in the grip. You must purposely **grip the grip** and pull the trigger. That's why "You can't forget to make a Colt safe." That's' why "The Colt fires the first shot first."

The Colt was adopted by the U.S. Army and Navy because of its "Marked superiority to any other known pistol."

Write for free Colt Advertising Matter.

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Automatically Safe

New Machines with an Old Trade-Mark

Both are Cummer-Dowswell's



Always use C-D Wringers with C-D Washers. The Combination gives Unequalled Results.

The "MAGNET" is one of the easiest running and most convenient to operate hand washers of the many we have produced. It can be operated sitting or standing. The mechanism is attached to side of tub (instead of cover), and can be belted to either gas, gasoline, steam engine, windmill or electric motor power without any change to gearing. Cover can be lifted without removing belt or stopping power.



The "NEW CENTURY JUNIOR" is a swinging tub hand washer built on the well-known and time-tested NEW CENTURY principle, but without a rod up through centre, leaving nothing inside the tub but two rubbing boards.

Both have the same perfection in construction, materials, easy running and lasting qualities that have made our products known and used from Halifax to Vancouver.

CUMMER-DOWSWELL, Limited

HAMILTON, ONT.

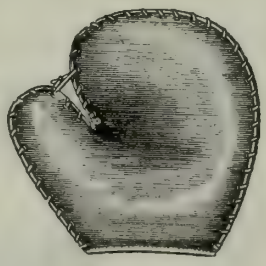
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BASEBALL GOODS

That same high standard of quality and workmanship

consistent with the Samson line is maintained in our baseballs, mitts and gloves.

The original designs, unsurpassed quality and reasonable prices will appeal to all lovers of the game.





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OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

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Prompt shipments made on all our lines.

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Ideal Threshers' Oil

is the most satisfactory oil obtainable for use on bearings of ALL kinds of farm machinery.
Is a straight mineral oil, dark red in color, heavy, but not too heavy to occasion loss of power, or to prevent free flowing.
Is not affected by moisture, or climatic changes, and age will not impair its unequalled lubricating properties.
Is possessed of a very low, cold test, so that it does its work in the cool of the morning equally as well as in the heat of the day.
You will make no mistake in recommending your customers to use Buffalo Ideal Threshers' Oil.

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GOOD PUMPS
WITH
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We are looking for the pump dealer who knows that selling good pumps pay in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



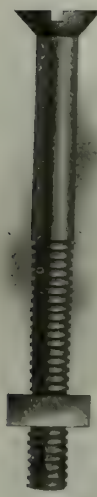
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Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

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Limited
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THE STEEL COMPANY OF CANADA LIMITED





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"TIGER" WHITE LEAD

The Lead with the Spread



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STEEL and IRON BARS

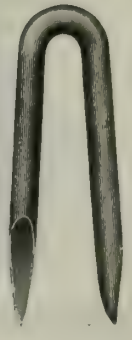
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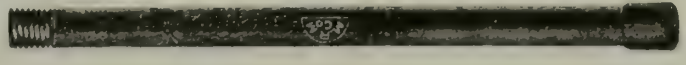


All our products guaranteed. Shipments prompt.

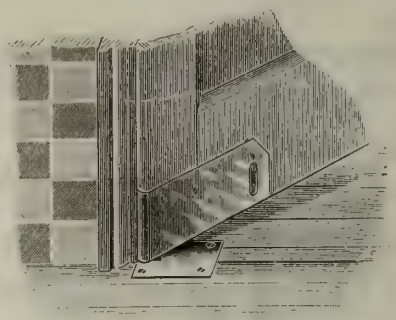
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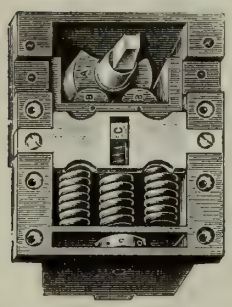




We make the QUALITY your trade expects to get.

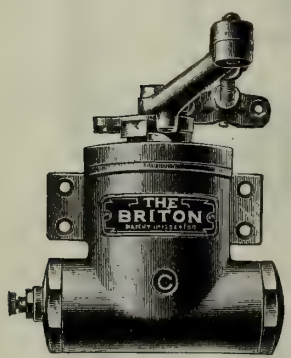


"ERA" Shoe Door Spring.



"Invincible" Floor Spring.

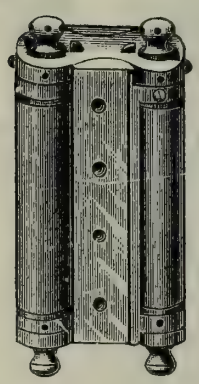
Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, Etc.



The "BRITON" Door Check and Spring.

Selling Newman's lines is an easy and very profitable proposition, and a safeguard to your interests.

Why not write for price lists and full particulars now?



Regulating Spring Hinge.

Wm. Newman & Son.
Limited
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Send inquiries to

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Our Canadian Representatives.



Rod Spring







Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand — one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



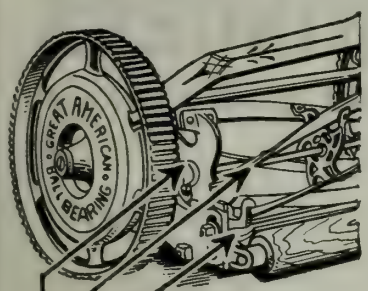
BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

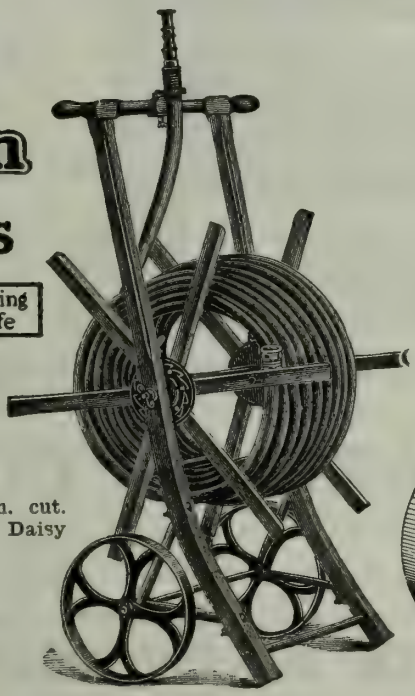
GARDEN and LAWN SUPPLIES



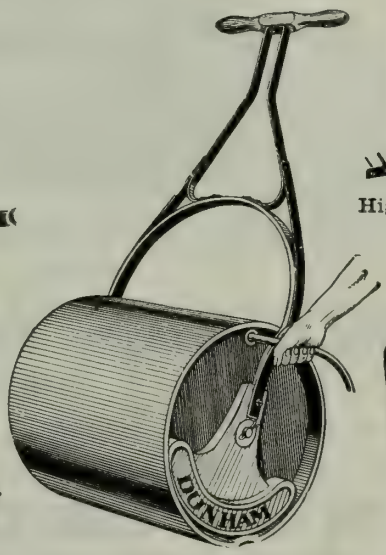
Great American
BALL-BEARING
LAWN MOWERS

- Self-Sharpening Lower Knife
- Tempered Tool-Steel Blades
- Highest Grade Ball Bearings

Sizes 15, 17, 19 and 21-in. cut. Also Woodyatt, Star and Daisy Lawn Mowers.



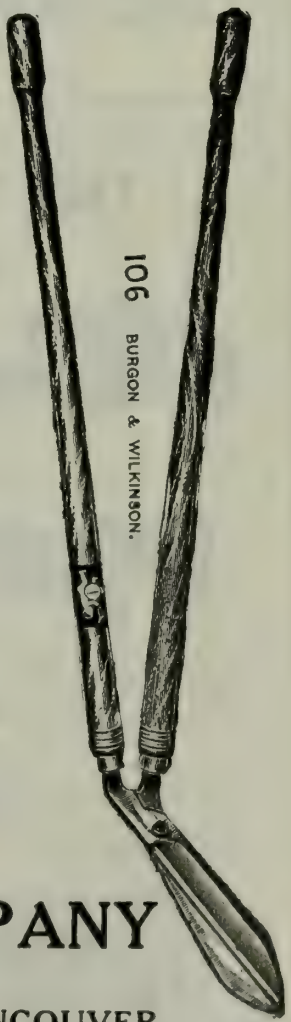
All grades Garden Hose.



Dunham's Water Ballast Lawn Rollers.



High-grade Garden Tools.



Hose Couplings and Clamps





Straight Stream and Spray Nozzles—
The Gem or Daisy.



Fine English Garden Trowels.

CAVERHILL, LEARMONT & COMPANY

Head Office and Warehouses:
MONTREAL

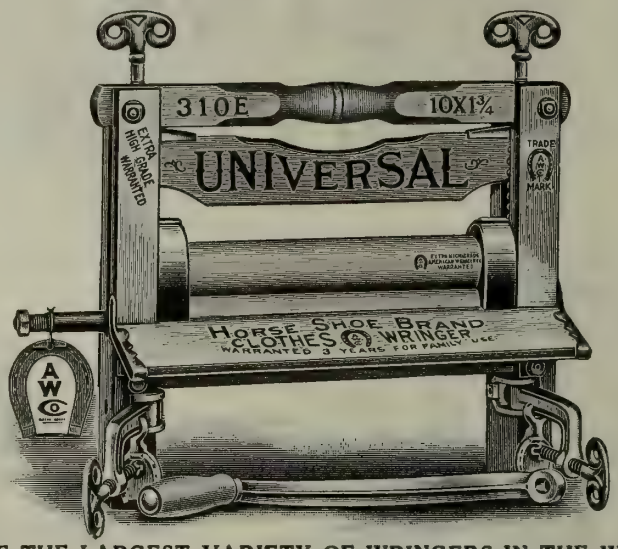
Branch:
1073 Hamilton St., VANCOUVER

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

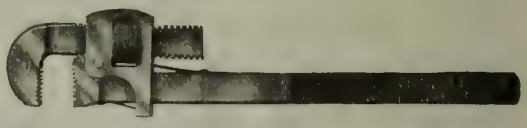
NEW YORK CITY, U.S.A.

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

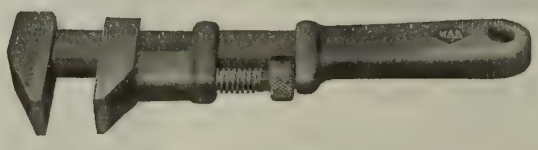
The only Pipe Wrenches made EXCLUSIVELY IN CANADA





"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



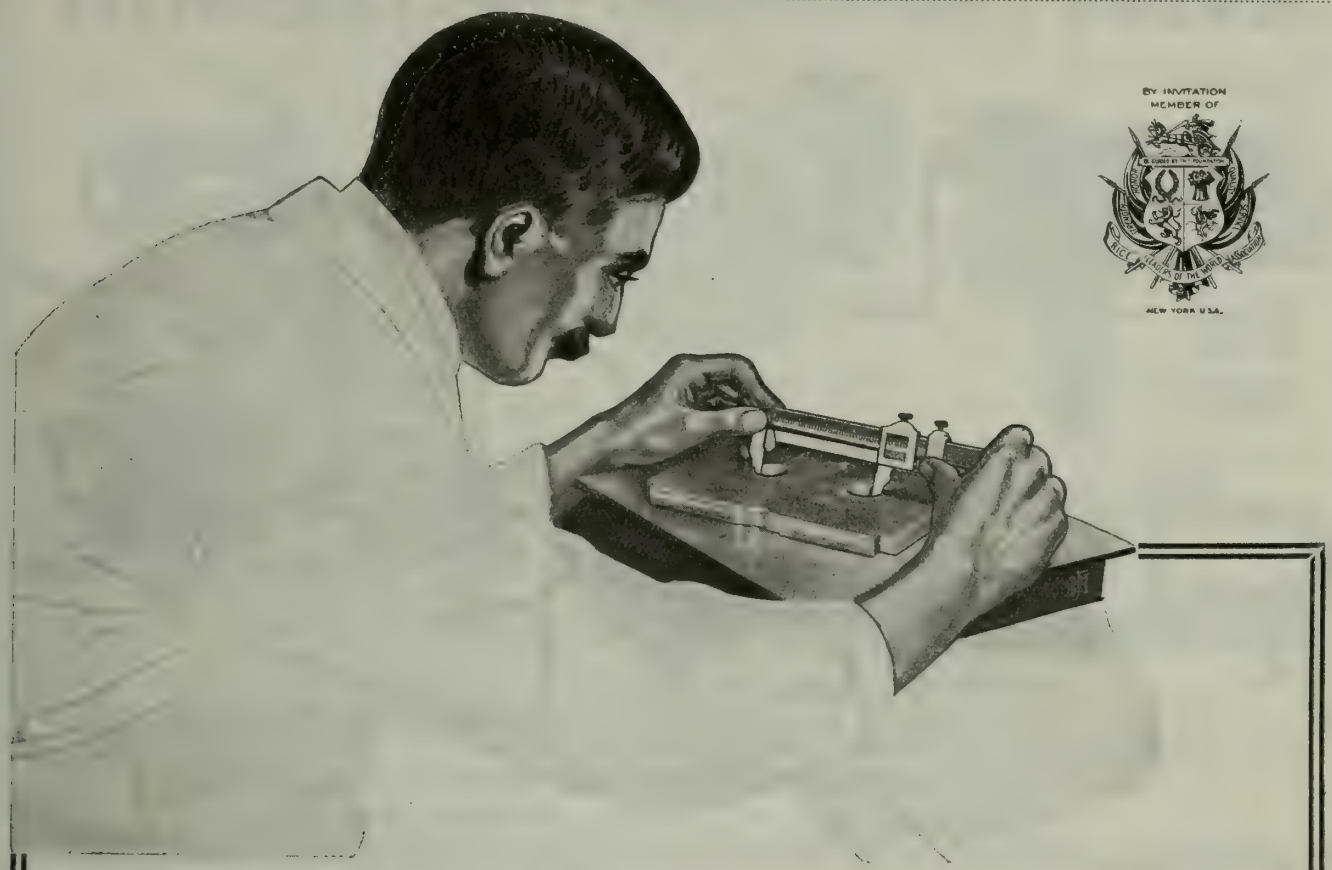
Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

Hardware Dealers—An exact duplicate of the ad. below appears in the April 29th and May 6th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Vernier Calipers

Where Used

Starrett Vernier Calipers should be used by high-grade machinists and toolmakers for accurate work on all measurements where a micrometer cannot be conveniently used. They are equally accurate for outside or inside measurements, and may be used on a wider range of work than can a micrometer.

Superiority of Graduations

In using the Vernier for readings up to .001 of an inch the accuracy of the measurements depends on the graduations of the instrument. The Starrett graduations are more accurate than those obtained by any other process—they are cleaner, finer, and sharper than on other instruments. Examination under a microscope will prove this assertion. Our secret etching process produces this result.

In Plush-Lined Cases

To keep the vernier safe from rough handling and from contact with tools or other objects which might scratch it, we furnish with each instrument a plush-lined wooden case, very attractive and a perfect protection.

Prices

The prices for Starrett Vernier Calipers, including cases, are as follows:

4″—$13.00
6″— 15.00
9″— 18.00
12″— 20.00
24″— 25.00

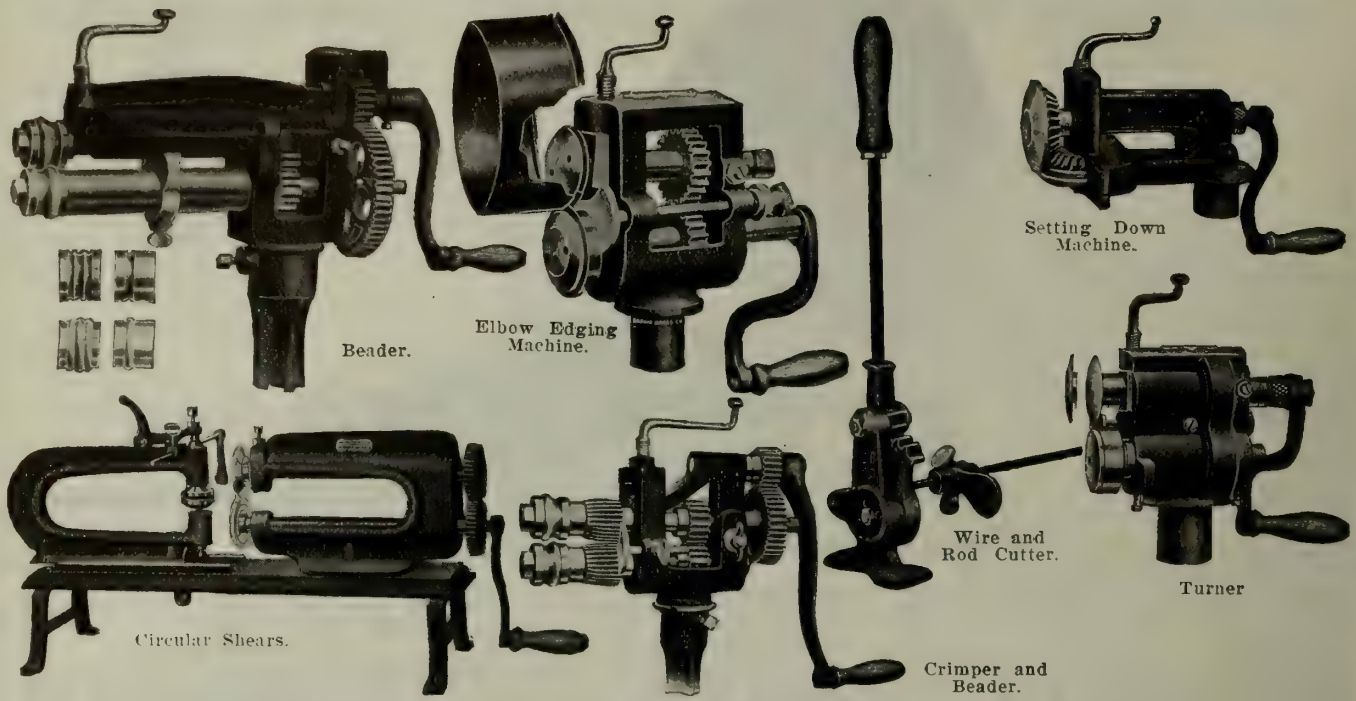
Send for free catalog No. 20M.A., describing 2100 styles and sizes of fine tools.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

12-139

Starrett Tools
The Standard Instruments of Precision

EVERYTHING-FOR-THE-TINSMITH



THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & LOUCKS, Winnipeg and Edmonton

Suitable for Working Steam Pressures up to 300 Pounds.

JENKINS BROS.'

Or for Water and Air Pressures up to 500 Pounds.



Fig. 128



Fig. 260

EXTRA HEAVY BRASS GLOBE, ANGLE AND CHECK VALVES

These valves are very carefully designed, and no effort has been spared to make them representative valves of their class.

They are well proportioned, handsomely finished, and not only present a fine appearance, but have all the best and most approved features of construction necessary to meet the requirements of up-to-date practice.

Catalogue mailed FREE.



Fig. 130



Fig. 132

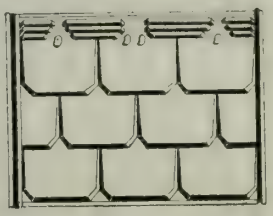
JENKINS BROS., LIMITED

103 St. Remi St. Montreal

"EASTLAKE"

The finest shingles that ever shed water off a roof!

Sell them for Houses! Sell them for Barns!



TINSMITHS—Let this fact sink in—and profit by it

You can to-day buy and lay Galvanized "Eastlake" Shingles on house roofs, ADDING A GOOD ROUND PROFIT, for practically the same money as a carpenter charges for wood shingles

DO YOU REALIZE WHAT THIS MEANS? ONE THING THAT IT MEANS IS

THOUSANDS of DOLLARS' PROFITS to TINSMITHS!

Will you investigate? Will you write us for proof of our statement? Will you ask us for a supply of advertising literature to help you get your share of these profits?

Note these arguments in favor of "EASTLAKE" as against wood shingles:—

First cost practically same—Last 3 or 4 times as long—Fire and spark-proof—Lightning-proof—Increases property value—Reduces insurance rates—Benefits community by reducing fire hazard—Sheds clean rain-water and more of it—etc.

DON'T YOU THINK YOU CAN BEAT THE WOOD SHINGLE MAN WITH ALL THESE ARGUMENTS IN YOUR FAVOR?

DO IT NOW! WRITE US AT ONCE AND GET STARTED

THE METALLIC ROOFING COMPANY, LIMITED, Manufacturers

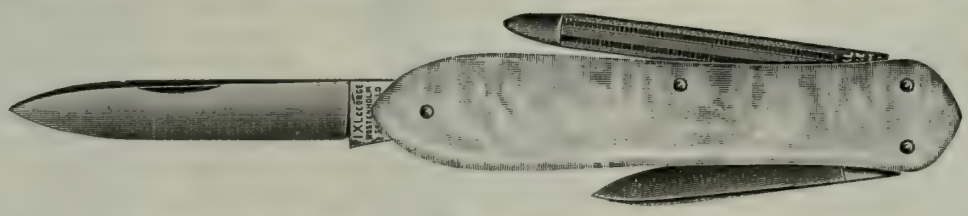
TORONTO and WINNIPEG

Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I·XL Cutlery

Quality—pattern—finish—unexcelled

I·XL  I·XL

Each blade hand forged, inspected, and thoroughly tested, by master workmen before leaving the factory.

Can now be had in full range of former German patterns.

Stocked by all leading jobbers.

A. Macfarlane & Co., Montreal

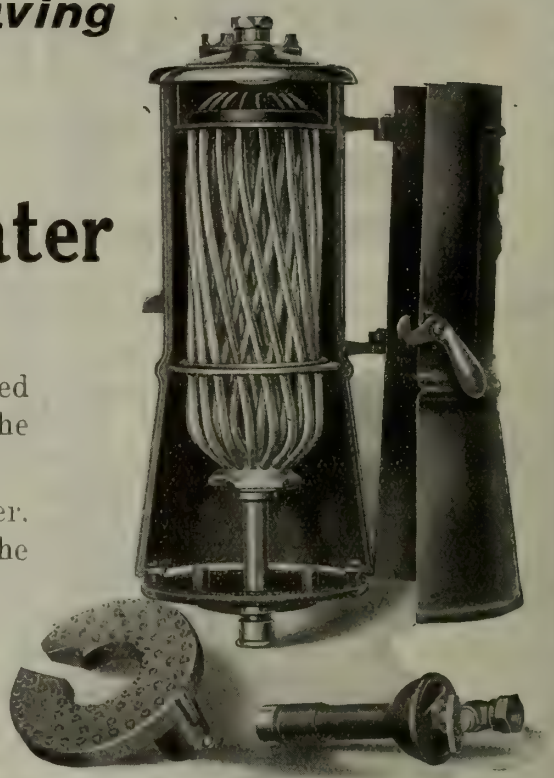
Canadian Representatives

Quick Hot Water at a Big Saving — of Gas —

One minute after the

Stack Gas Water Heater

is lit it gives hot water at the tap



This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

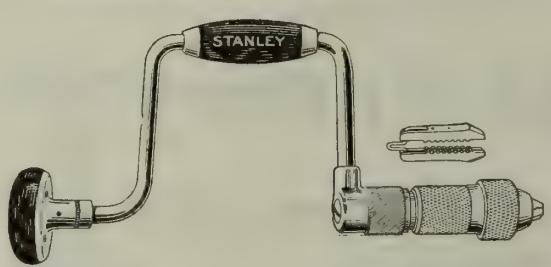
Easily sold. **Big Profit.**

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

Stanley Tools



Stanley Bit Brace No. 811 A New Tool

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

Address

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Tell Your Customers

to beautify their homes by fencing the lawn and garden with Peerless Ornamental Fence.

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

PEERLESS

Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag In addition to galvanizing, every strand is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless Ornamental Fence is made in several styles. It's easy to erect, and holds its shape for years.

Send for free catalog. If interested, ask about our farm and poultry fencing. Agents nearly everywhere. Agents wanted in open territory.

The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Man. — Hamilton, Ont.

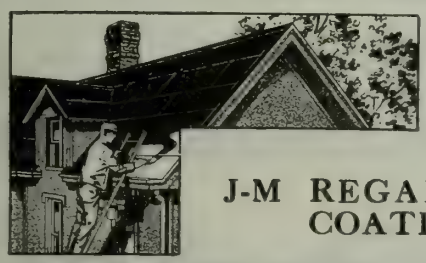
JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

J-M Service and Responsibility will Build up Your Business

J-M Products are not only the result of experience and expert workmanship on materials of the highest grade, but have behind them the backing of J-M Service and Responsibility. They *must* give absolute satisfaction in service to your customers.

J-M REGAL ROOFING

This "King of Rubber Roofings" is built to stand every test of weather, year after year, without losing any of its service-giving qualities. It is made of Trinidad Lake Asphalt in combination with other natural asphalts and the best wool felt—and is the unexcelled product of over 50 years of roofing experience.



Write for propositions on all these.



J-M REGAL ROOF COATING

J-M Regal Roof Coating combines with the surface of J-M Regal and other ready roofings and forms a tough, elastic, durable surface not affected by any kind of weather. It will not crack or scale or become discolored. Comes in colors to harmonize with the color scheme of any building.

J-M ELASTIC ROOF PUTTY

J-M Elastic Roof Putty is always full of life after years of wear, and retains the oils so necessary in a material for pointing-up tin work, slate work, flashings around brick-work, leaks around chimneys, windows, for repairing cracked joints, nail-holes, etc. Will not dry out or crack in any weather. Comes in many colors, ready for use.

THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

Toronto Montreal Winnipeg Vancouver

3061

Educate the public to better Sanitary arrangements, by showing them a full line of Garbage Cans, with Galvanized Steel Bodies and Seamless Covers.

These cans are heavily galvanized inside and out, after being made up, thus preventing rust and corrosion.

Designed and constructed to give the greatest amount of strength at points of greatest strain.



No. 4000
Inches, 17 x 25½



With section iron bands at top and bottom.
Nos. 30 40 50
Inches 14x21 17x25½ 18x26



With 6 hardwood side ribs, section iron bands at top and bottom.
Nos. 400 500
Inches 17x25½ 18x26

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

Your Opportunity

To Make Extra Profits

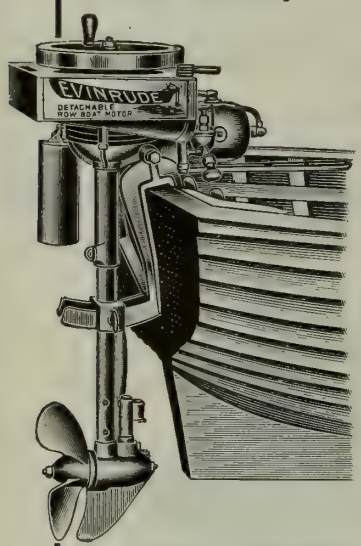
This Season

If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night **Canadian Magazine**
MacLean's Magazine **Rod & Gun**
Canada Monthly **Motor Magazine**



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon ***you***—our Local Agent.

We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. New York City



Bend It!
Form It!
Seam It!

TONCAN METAL SHEETS

will withstand all of this better than any other sheet metal made from iron ore.

The above photograph shows a piece of No. 16 gauge TONCAN METAL which was subjected to the severe and unusual strain of hydraulic hammering without breaking.

Besides—

TONCAN METAL

Resists Rust and Corrosion

Furnish your trade with TONCAN METAL Roofing, Siding, Eavestrough, Conductor Pipe, Ventilators, Skylights and Tanks.

They will appreciate it, and advertise you. That's where you gain.

GET PRICES FROM

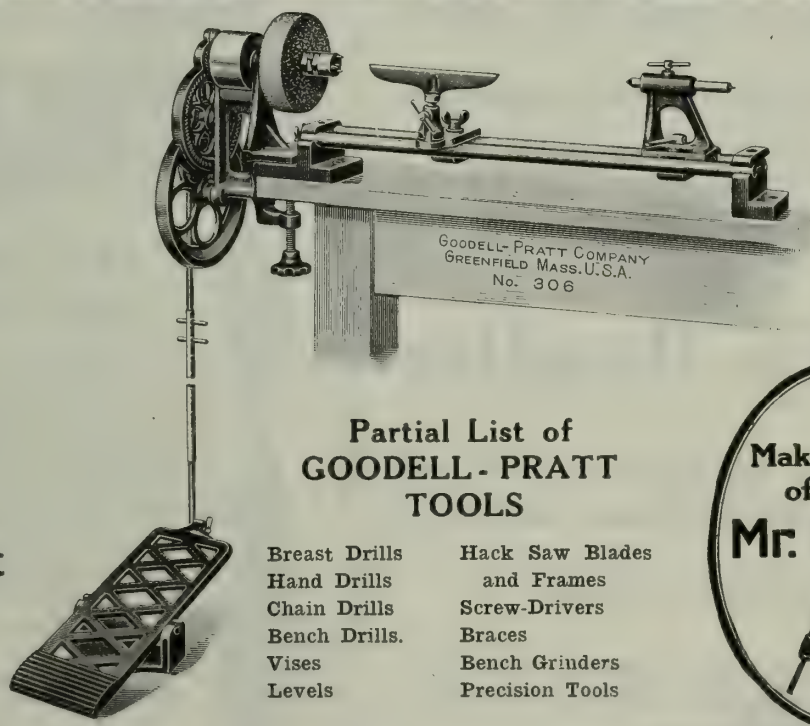
The Pedlar People Ltd., Oshawa, Ont.
Canadian Distributers

The Stark Rolling Mill Co., Canton, Ohio
Sole Manufacturers

GOODELL-PRATT

1500 GOOD TOOLS

No. 306 Bench Grinder with Lathe Attachment



Partial List of GOODELL-PRATT TOOLS

Breast Drills	Hack Saw Blades and Frames
Hand Drills	Screw-Drivers
Chain Drills	Braces
Bench Drills.	Bench Grinders
Vises	Precision Tools
Levels	



This Bench Grinder with a lathe attachment is designed for the man who wants to do occasional odd jobs of light wood turning. It will handle all kinds of work up to 5 inches in diameter and 12 inches long.

The grinder can be clamped to any ordinary table or work bench and the treadle adjusted to the length. The bench grinder from which the lathe attachment can be removed if desired, is similar to our No. 109, a very high-grade tool with machine cut gears guarded to prevent pinching the fingers or tearing the clothes.

The alundum wheel which is made especially for Goodell-Pratt grinders is 4 inches in diameter with a 1 inch face. Combined with the nut which holds the grinding wheel is a spur denter for the lathe. The tail stock has a spindle with a center on each end so that it is reversible. The adjustable hand rest is extra long.

How many can you sell for $7.50 apiece?

GOODELL-PRATT COMPANY

Toolsmiths GREENFIELD, MASS., U.S.A.





OUR Square Corrugated Conductor Pipe is the best-looking pipe on the market and every building piped with it is a silent salesman.

All styles of CONDUCTOR PIPE, EAVESTROUGH, ELBOWS, RIDGE ROLL, VALLEYS, SKYLIGHTS, VENTILATORS, and CORRUGATED IRON.

We ship while others are thinking about it.



Wheeler & Bain, Toronto

Boost Goods made in Canada

Keep Canadian Labor employed

You can help by insisting on having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS, ONTARIO, CANADA





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

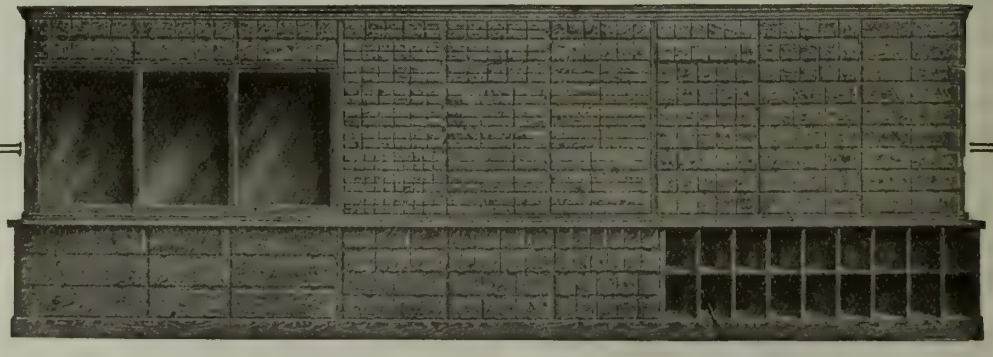
Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.





ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

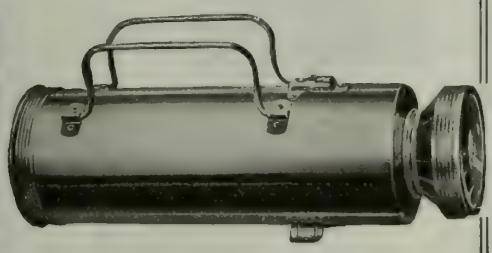
Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

OF late a few so-called hand lanterns, equipped with 1½ volt lamps, have appeared and the public was led to believe that any ordinary No. 6 cell would give a strong, steady light and that it would give forty to fifty hours' steady service. Some claimed even as much as seventy-five hours. Our extensive tests proved only 10% of these claims. We have refrained from bringing out a similar lantern to burn on one No. 6 cell, knowing how useless it is for a practical purpose.

After extensive experimenting we have succeeded and have produced our new RADIO NITROGEN BATTERY, which will serve the purpose and give the desired results. The illustrated article used with our 1009 battery and our FRANCO lamps opens a new field in miniature lighting.





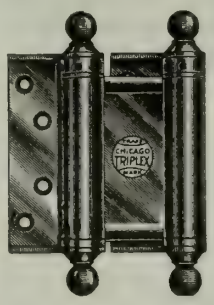
Interstate Electric Novelty Co. of Canada, Limited

220 King Street W., Toronto, Ontario

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

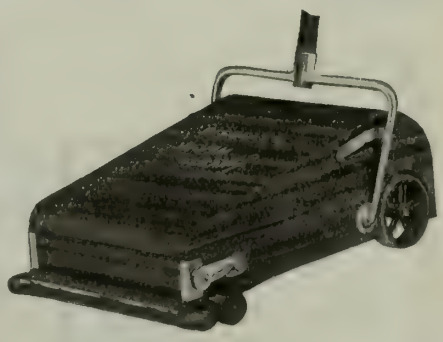
CHICAGO TRADE C S B CO MARK NEW YORK

Bissell's Vacuum Cleaners

Made to sustain the high repute of the Bissell Carpet Sweeper



Are now offered to the trade in response to a distinct demand, and if their reception by some of our customers through the sampling work of our salesmen, in the shape of repeat orders, is any indication, our new line will be readily accepted by the trade generally who have had reason to be discriminating in their selection of a vacuum cleaner.



Our experience in the manufacture of carpet cleaning devices and the staking of the good name we have created for the Bissell Carpet Sweeper should be sufficient guarantee of the merit of our vacuum cleaner.

There are two models, illustrated herewith, Bissell's Vacuum 'Sweeper' with brush; and Bissell's Vacuum 'Cleaner' without brush. Both are made to sell at popular prices.

Our Vacuum machines contain some original features of construction that appeal greatly to the woman who uses them; they are highly efficient, yet smooth running; they are especially convenient and cleanly to empty and their handsome designed cases of polished mahogany veneer further adds to their salability.

Let us mail you a copy of our announcement circular containing large colored illustrations and full details.

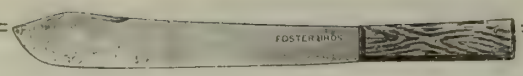
BISSELL CARPET SWEEPER CO.

(Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World)

GRAND RAPIDS, MICH. and NIAGARA FALLS, ONTARIO

(Main - Factory - and - General - Offices) (Canadian Factory)

NEW YORK CITY, 25 Warren St. :: :: PARIS :: :: AGENCIES EVERYWHERE



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Do you carry them? If not, ask your Jobber for particulars or write for descriptive catalogue.

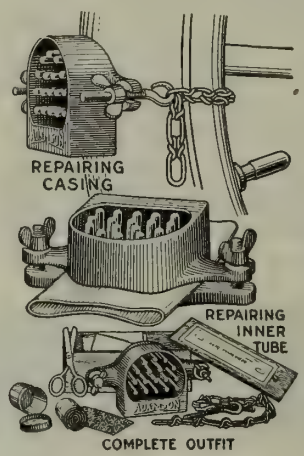
JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.

67 BAY ST. N. HAMILTON, ONT.

BEARDMORE & CO. TORONTO & MONTREAL

A new moneymaker for Hardware Merchants



Star Brand

WEARPROOF

Soles AND Lifts

will suit your customers for repair work as nothing else has done. The service they give will bring you a larger demand and profit.

Order from your jobber. If he cannot supply you with the Star Brand, accept no substitutes — write directly to us and we will fill your requirements quickly.

BEARDMORE & CO.

Toronto TANNERS Montreal

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

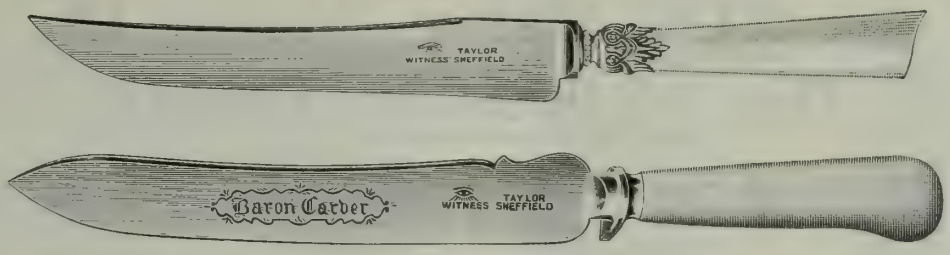
See That THIS MARK OF HIGH QUALITY Is On Every Roll

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited.

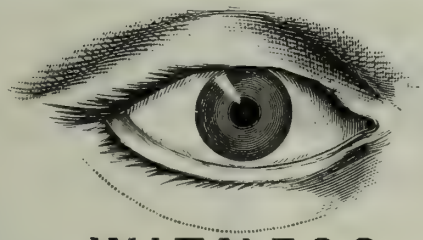
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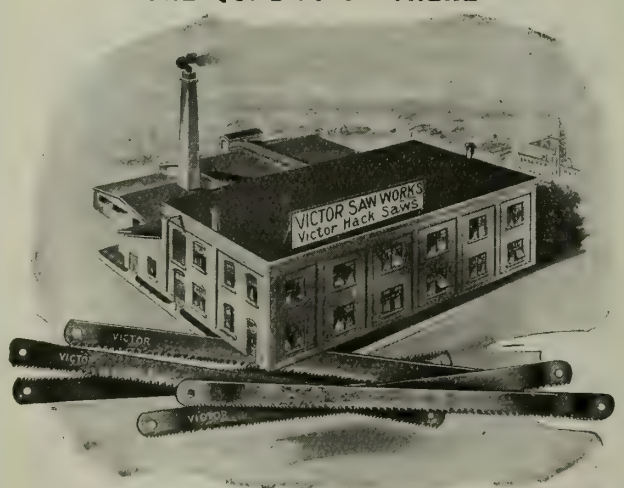
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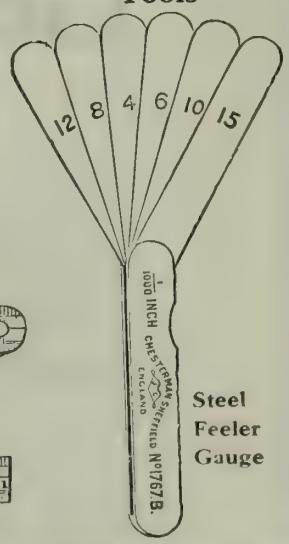
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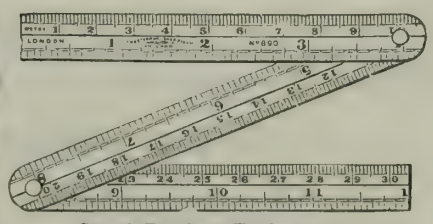


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Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 1, 1915. No. 18

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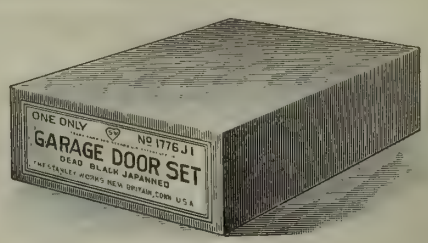
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NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

HARDWARE AND METAL

Vol. XXVII. MAY 1, 1915 No. 18

Future of Mail Order Houses

Will Mail Order Houses Flourish in the Future as They Have in the Past?—Why Mail Order Houses Succeed—Their Opportunities Compared With Those of Local Merchants.

By DUNCAN G. GEORGE.

WILL mail order houses continue to grow in the future as they have in the past? This question is being discussed to a considerable extent at the present time, and especially during the past few weeks following an announcement of the failure of a mail order concern which started business in Canada about a year ago.

There are many sides to the much-debated mail order question. It must be admitted that during the past twenty years mail order houses in America have met with phenomenal success, and have secured huge volumes of trade over the heads of local merchants. During recent years many retail merchants, especially those in the smaller towns, have been complaining bitterly about the mail order menace—about the inroads of the mail order houses on the trade of the small town merchant.

What is said to be the first mail order house in America was started in Chicago in 1872 by Montgomery Ward, who was then a young man, and who had had some years' experience as a retail salesman, and had traveled for a time representing a wholesale house. During the early 70's there grew up an organization of American farmers called the Patrons of Husbandry. This organization conducted a co-operative buying system such as is being carried on in some parts of Canada at the present time. The locals of the organization were called Granges. Montgomery Ward made arrangements with a number of the country granges scattered throughout the Middle West to act as their buying agent in Chicago.

Gradually a large business was worked up, but in the course of time—and this usually happens in co-operative schemes of this kind—the buying features of the granges did not prove satisfactory to the farmers, and Montgomery Ward changed his position from that of a buyer for the granges to that of a buyer for individuals. At first, he did business on a commission basis, and gradually worked up a connection. In time he began to carry a stock, from which he filled orders, and so arose, it is claimed, the first consumers' mail order house. There are now over 1,200 mail order concerns in the United States and a score or more in Canada.

Montgomery Ward's present catalogue consists of about 500 pages, and the annual sales amount to about $50,000,000.

Possibly the chief of present-day mail order houses is that of Sears, Roebuck & Co., Chicago, a retail concern now doing business that exceeds $100,000,000 annually. This immense concern had a very small beginning.

R. S. Sears, the founder of the concern, and whose death took place a short time ago, was a station agent in the latter 80's and early 90's in a Minnesota town. One day a package of watches arrived C.O.D. for a local jeweller. The local jeweller refused the goods and the shipper of the watches made a proposition to Sears, the station agent, offering him a commission if he would dispose of the watches. Sears sold the watches in a very short time, and the watch concern wrote back suggesting that Sears sell more watches for them in the same way.

Sears, it is said, made about two dollars' profit on each watch, and found the watch business so satisfactory that in a short time he gave up his job as station agent and started a mail order



The above cut shows a view of a Belgian hardware store. The photograph from which the above reproduction was made was sent to the Editor of Hardware and Metal by Geo. E. Pearson, associate editor, who is at the front with the Princess Pats. Mr. Pearson states that many of the Belgian merchants are doing business under shell fire and that they are stocking English and American-made goods to meet the demands of the British soldiers. Mr. Pearson has been through some heavy fighting and was next to the late commanding officer of the Princess Pats, Col. Farquhar, when the latter was fatally wounded.

watch and jewelry concern. The business was first started in Minneapolis and moved to Chicago in 1895. Sears continued in business until 1906, when he dropped out and a former employee took charge. Since that time the business has grown at a rapid rate, and, measured by its sales, is now one of the largest retail concerns in the world.

The total mail order business of the United States, exclusive of mail order sales by regular stores and small mail order concerns, is estimated from $250,000,000 to $500,000,000, or about 4 per cent. of the business transacted through retail stores. It is estimated by men who keep closely in touch with conditions that in the country districts the mail order business averages 8 or 10 per cent. of the total.

The readers of Hardware and Metal have been told before of the humble beginning and the tremendous growth of Canada's largest mail order concern, one that in volume of business rivals many of the largest mail order houses in the United States. The activities of this concern—a concern that tries to please the buying public and give the public a square deal—extend into all parts of Canada, and more especially into the rural communities where its percentage of sales run very high. Now it is generally admitted that the small town dealer—the dealer who caters to the small town resident and the agriculturist—is the one who suffers most from mail order competition. True, the large town and city dealer also loses some business to the mail order house, but not to the same extent as the small town dealer.

Why do the mail order houses succeed over the small town merchant? It is frequently asserted that the mail order houses succeed for four reasons:

First—It is often claimed that the mail order house can retail the goods by mail at less expense than the retailer can over the counter.

Second—The big mail order houses have much greater buying power than the small town merchant, and because they under-buy they can under-sell.

Third—The advertising and selling methods of the mail order houses are much more efficient than those of the small town merchants.

Fourth—The mail order houses, having such a huge outlet, can carry a greater assortment of goods than the small town merchant. Let us study these points one by one.

First, let us compare the percentage cost of doing business of the mail order house and of the small town merchant. Is the mail order house method more economical over the regular methods? Figures from authoritative sources indicate that the mail order cost of doing business, based on figures supplied by ten large mail order concerns, run from 16 to 26 per cent. of sales, the average being 22 per cent. of sales.

Taking 22 per cent. as the average cost of doing business by the mail order method, there must be added other items of expense, such as expense of sending the letter and money order, interest on money during the wait for the goods, and in many cases transportation charges. It is estimated that this average transportation and other expenses amount to about 10 per cent. of the order. Thus, without considering net profits, the cost of 22 per cent. is raised to 32 per cent. of sales. Now, the bulk of the goods sold by the mail order house can be handled through the regular channels of distribution—the jobbers and retailers—on a margin of 30 per cent. of what the consumer pays. In the expense of distribution the mail order house has no advantage over the regular retailer who conducts his business in a business-like manner.

Let us now take up the second assertion. The mail order houses are heavy buyers, and they undoubtedly get better prices on some lines than the average town merchant. The mail order house very often takes the whole output of a factory and makes big contracts on terms very favorable to the mail order house. It must be admitted that the mail order houses get close prices on some lines, and the chief remedy from the retailer's standpoint is for the latter to study buying problems more closely. Too many retailers take it for granted that the price they are paying is the lowest going, when, as a matter of fact, by making inquiries and studying the market they could secure much better prices on many lines. It has been very often suggested that retailers through associations demand prices as good as those given to the mail order houses, and often tried, but the retailers have not met with much success in this respect.

The mail order house with its tremendous buying power has an advantage over the small retailer in the buying of some lines; but have you ever noticed how seldom the mail order house uses this lever? It is true that the mail order house has leaders, but if you go through the mail order house catalogue you will find (this refers to hardware lines in Canada) that in the majority of cases the retail hardwareman can sell the same goods at mail order prices and still obtain a good margin of profit.

The third question is that of advertising and selling methods. It must be admitted that the mail order houses are using superior methods of advertising and salesmanship than the average small town retailer, and although the mail order houses secure huge volumes of business, it is a wonder that with their business-like methods they do not get more business. Their advertising is scientific, because it does just what they want it to do—and there is no mystery about their methods.

Some small town merchants and their salesmen are too far behind the times in advancing the idea of service, and in so far as this defect is due to laziness, the trade deserves to be lost, for the time has long since arrived when every retailer and retail salesmen should make a study of advertising and selling methods, and in this way train himself to be efficient in his calling. The small town merchant, if he wishes to hold the trade, must make his store and service to fit the public and get away from the idea that the public will fit itself to his store.

The foregoing is not meant as a reflection on the scores of small town merchants who are successfully combating mail order competition by employing up-to-date methods, and who have fine stores, of which they may be justly proud. It is meant for the merchant who is waiting for some miracle to suddenly put the mail order house out of business and restore his former trade to him—a miracle which will never be performed.

The fourth reason mentioned is that the mail order houses offer special inducements in the form of low prices on certain goods—using them as leaders. Retailers admit that this has brought business for the mail order houses. There is nothing to prevent the retailers from using leaders, and many successful retailers are doing so.

As to the future of mail order houses, it is hard to tell whether they will win or lose ground. Many merchants claim that the mail order houses will not continue to grow in the future as they have in the past. Personally, I believe that the mail order houses will continue to grow, provided they continue to sell service, sell good merchandise which they will guarantee, and treat the public right, unless within the next few years there is a more determined effort on the part of small town retailers to offset mail order competition and to create a better feeling among agriculturists toward the home community.

Mail order trade is largely country trade. The country dweller in this country and in the United States gives his trade to mail order houses largely because he has little or no interest in his nearest town, and this has been caused to some extent at least by the apathy of small town merchants.

In European countries mail order concerns do not flourish as they do in America. The farmers in European countries, such as France, Austria and Ger-

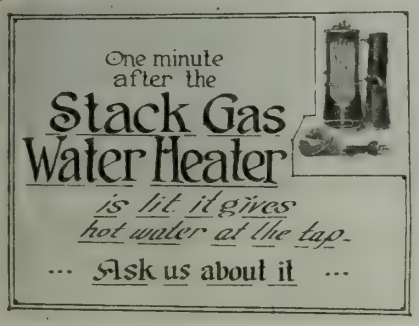
(Continued on page 36.)

SHOW CARDS THAT YOU CAN MAKE

using illustrations from last weeks Hardware & Metal

by R. T. D. Edwards

IN a recent issue of Hardware and Metal I showed how attractive show cards could be made from advertisements which appeared in a previous issue of Hardware and Metal, and submitted four suggestions for cards featuring the following lines:—Lawn mowers, lanterns, breast drills and extension bit holders.



The illustration used in preparing the above show-card was taken from an advertisement in last week's issue of Hardware and Metal.

In this article I will show three show cards, in the preparation of which I used illustrations from last week's issue of Hardware and Metal.

The card showing the aluminum rake can be easily prepared. The original measured 11 x 14 inches. The illustration appeared in the advertisement of the Doust Specialty Co., Ltd., on the inside front cover of last week's issue of Hardware and Metal. After cutting the illustration from the advertisement and placing it on the card, I surrounded it with a grey outline. This was done with a small brush. The grey color was made by mixing black and white. All the lettering on the card was made with a coarse, ball-pointed stub pen. It will be noted that the three top lines, as follows: "The J. D. Aluminum Rake," are much heavier than the reader. This was accomplished by placing greater pressure on the pen.

The Gas Heater Card measured 11 x 14 inches. The illustration of the gas heater was taken from the advertisement of the Jas. Morrison Brass Mfg. Co. on page 16 of last week's issue of Hardware and Metal. The ruling on this card was made with a stub pen.

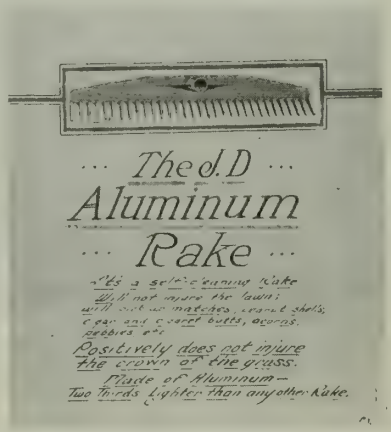
The two top lines of reading matter were made with the same pen as used in making the rule lines. The heavy lettering, "Stack Gas Water Heater," was made with a No. 6 red sable brush. The remaining lines were made with a heavy round writing pen.

The Brush Card is a very timely one, especially in view of the fact that we are now in the midst of the painting season. The brush illustrations used in the preparation of this card were taken from the advertisement of Meakins & Sons, Ltd., on page 12 of last week's issue of Hardware and Metal. The card measured 10½ x 13 inches. In preparing this card—an easy one to make—I first cut the illustrations from the advertisement and placed them on the sheet of white card board, taking care that they were pasted on in such a manner as to present a uniform appearance. On this card I used a stub pen and a round writing pen, using the stub pen in writing the top line and using the round writing pen for the balance of the lettering. The outer line on the card was plain grey, and was made with a small brush.



The illustration used in preparing the above show-card was taken from an advertisement in last week's issue of Hardware and Metal.

This card can be easily made by any clerk who will follow the suggestion shown on this page. In making the three cards the following materials were used: White cardboard, photo. paste, cardwriters' black, cardwriters' ink, ruler, No. 4 and No. 6 cardwriters' brush, red sable brushes, scissors, stub pen, round writing pen. The cards shown here are very seasonable, and can be made up in a short time at very little cost. They would certainly add to the value of any window display, or could be used as show cards in any part of the store.



The illustration used in preparing the above show-card was taken from an advertisement in last week's issue of Hardware and Metal.

E. R. Paine, Hardware.

Alberni, B.C., April 12th, 1915.

The MacLean Publishing Co., Ltd., Toronto.

Dear Sirs,—Please find enclosed my check for $2.00, my subscription to your valued paper, Hardware and Metal.

It is with pleasure I look forward to each copy of same, as it comes to hand and I consider it great value for the money.

Yours truly,

E. R. PAINE.



View of interior of the C. A. Phair store in Lillooet, B.C., showing goods on the counter put up for miners and tourists—trophies of the hunt on the floor. Lower cut shows exterior of the Phair store, and the one in the upper right hand corner freight teams coming into town. Since the lower picture was taken the store has been enlarged to twice the size.

Old-Time Business in British Columbia

A Most Interesting Article About Lillooet Among the Mountains and How Merchandising Was Done There a Few Years Back—Indians, Miners and Hunters Chief Sources of Business—Modern Equipment Replacing the Old.

Written by A. W. A. PHAIR, for Hardware and Metal.

LILLOOET, a pretty little village of a couple of hundred persons, is by nature a distributing centre among the Rockies in British Columbia. It is built on a bench on the left bank of the mighty Fraser River about 200 miles from its mouth and where Cayoosh Creek joins and where the Pacific Great Eastern Railway (some day the main branch of the Grand Trunk Pacific) is to cross the Fraser. The Bridge River Valley, a gold mining centre which promises to surpass anything in British Columbia, is tributary to Lillooet, and many acres of the finest apple and peach lands lie in this valley. Our climate cannot be surpassed and is acknowledged by all who have visited here to be all that was desired. We are not too far from the coast to have our winters moderated by the influence of the Japanese current and our hot summers are helped out by an occasional rain storm. At the same time our mountains rising to eight and ten thousand feet save us from the excessive rainfall of the western slopes of the Coast Range.

Trade of Miners and Hunters.

Mining and big game shooting have helped to keep Lillooet up for many years. Lillooet is truly a sportsman's paradise, as deer, mountain sheep, grizzlies, mountain goat and other game are found in great numbers. Fish are also to be found in countless numbers in nearly all the lakes and streams. For years sportsmen from all over the world have hunted here. One of the first sportsmen to bring Lillooet to the notice of outsiders as a sportsman's paradise was Admiral Sir Clum Seymour, commander of the Pacific fleet about 1885, who hunted here with Arthur Martley, one of Lillooet's first guides. They killed somewhere about 13 rams, some of which must have had record heads, as Rowland Ward had the measurements of one or more in his book of record heads. Some ten to fiftten parties have been hunting here yearly and there is still the best of sport to be had. In fact, mountain sheep are on the increase since the Government have been giving a good bounty on golden eagles, It would pay the Government to even do more towards protecting game, although they are now doing quite a bit.

Lillooet has had very many ups and downs, the ups being mostly mining booms, and I should think people could be found in nearly every mining camp who have been here at one time or another. First there was the famous Cariboo gold rush in 1858. Lillooet was then a town of some 6,000, and was figured as the starting place for the Cariboo, as all mile posts to this day along the Cariboo Road are figured from here. In 1885 very rich placer diggings were discovered on Cayoosh Creek, but the Chinese were the only ones that benefited by this and it is estimated that they sent millions of gold to China. Rich quartz was found in 1896. Gold

dredging was tried on the Fraser river for several years by both English and American companies, but being so far from transportation it made operating expenses too great, besides there was a lot of mismanagement in most cases. Several big enterprises are now under way. Construction on the P.G.E. is about through and now that this boom is over we have a short space in which to consider what is happening. Before spring passes some of the oldest towns in B.C. will for the first time hear the train's whistle. No one can tell the changes that are to be wrought in this valley and central B.C. by the advance of civilization—the advent of the "iron horse."

18 Years a General Merchant.

Old trading customs which originated with the Hudson's Bay Co., will certainly be a thing of the past. Having spent the greater part of my life here and 18 years or so in the general store business, I have noticed these old customs gradually dying out and business becoming more up to date. The old type of Indian is disappearing very fast and "fire water," and disease are quickly killing out the younger generation and the mortality amongst infants is very great. It is not very often now that we are reminded we forgot to put in a spool of "give away" thread, a needle and a few buttons with a purchase of calico. Nor do Indians sit around on the floor near the stove smoking ca-nic-a-nic for hours before making a purchase. The odor from ca-nic-a-nic (the native tobacco) soon reminds a person of an Indian habitation that hardly fits in very well in a grocery store.

July 1 is still the great day with the Indians and is looked forward to by all. They come in for hundreds of miles and this is the one day that the Chilcootins, a half savage race still living by hunting, visit town and trade a few skins for sugar, tea and cartridges. Horse races, foot races and an exciting tug of war—Indians vs. Whites are indulged in—the Indians generally being victors in the tug of war. Last year for the first time moving pictures were taken of some of the events, the most interesting being the "Klutch Race," Indian women riding race horses. They are good riders and make the horses go for all they are worth.

Reputation as a Medicine Man.

For years our store was a low ceilinged room, 27 by 15, with small windows and a big verandah in front; a warehouse 9 x 27; a small cellar, an oil house, and a room for the manager at the back. A counter ran down one side and another along the back end. The shelves were very narrow and ran down one side and end of the room. A few gaudy prints, shirtings, white cotton, bright colored shirts, overalls, blankets and a few other necessities constituted the dry goods stock, and a few hat boxes filled the top shelves. In one corner at the lower end there was a small bar—a few bottles of the best brands—and a barrel of rye in the cellar made up the liquor stock. The remainder of the shelves were filled with groceries, a little hardware and some patent medicines. A merchant gained a great reputation among the Indians as a medicine man, and Perry Davis' Pain Killer, Jamaica ginger, and a few pills had to work wonders.

A big box stove about four feet long was set near the middle of the room and a chair and a bench or two were arranged near this for the visitors (the village loafers). Every evening saw a

(Continued on page 36.)

MERCHANTS HERE PURCHASE GOLD.

By A. W. A. Phair.

During the spring the Indians of Lillooet engage in mining on the Fraser River and some make as high as $2 a day. All make from a dollar up, which is a great thing for them these times.

One has just come into the store and asked me "Tum Tum Sclow?" (meaning do you want to buy any gold to-day). The mining only lasts a few weeks, after the ice goes out and before the water rises.

At one time all the banks and bars of the Fraser River were rich in gold, but all that could be reached was mined out long ago. It is only below the low water line that much gold can now be got. Some have long-handled shovels, others put in wing dams. They fill a pan with earth and putting it into the water shake it around till all the earth and stones are washed out of the pan. The gold being heavy, drops to the bottom of the pan. There is a great art in handling the pan or the gold will be washed out of it as well as the gravel. Most of the gold comes in tiny flakes, but pieces have been found weighing 8 or 10 ozs., which would mean $128 and $160 respectively—a pretty good day's work.



Top picture is view of Lillooet, B. C., a little town among the mountains, and the one below is that of a fruit farm on the Fraser River. A close inspection of this cut will show a few trees in bloom, and picture was taken in April.

These cuts show chief sources of retail business in Lillooet, B.C. The one above is that of pack horses off for the Big Horn country; lower one is "Little Blackwater," where fishing is said to be fine—no trick to catch a dozen 3-lb. Rainbows in half an hour.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 1, 1915 No. 18

WORKING out problems.—Don't look for the answers in the back of the book, work out your own problems then you will know "why."

* * *

IT IS announced that an increase in the freight rates from the far East is about to be put into effect, the advance being in common with generally higher transportation charges prevailing on the ocean services. The hardware trade will be particularly interested in the increases as affecting bristles, camphor, hemp, ingot, antimony, lacquered ware, matting and tin. The rates on these articles and commodities will be about 20% higher.

Spelter is High

CANADIAN manufacturers who use spelter, and retailers who follow the metal markets have watched with interest and in some cases a disturbing sense of expectancy the recent movements in the price of spelter. The market has been very unsettled for some time past and prices have gradually risen until they have reached a record price. Spot stocks in many Canadian centres have almost disappeared and there is a possibility of some manufacturers being held up owing to the scarcity of spelter. London and New York markets have advanced rapidly and the market is strong with an advancing tendency. The American Metal Market, New York, in commenting on the spelter situation this week, says:

"The feature is a heavy demand for deliveries as far ahead as November, the basis of which is the demand for war orders into which spelter enters largely. The demand for war munitions is increasing every day, and is expected to reach much higher proportions in the future than anything that has yet been experienced.

"The fact that buyers are covering orders up to almost the end of the year, and even then with some difficulty, gives the market an appearance of strength such as has not been experienced at any time during the recent sensational advance. If indications go for anything, spelter, high as it is, will go still higher."

Advances have already been made on galvanized hardware goods and in all probability manufacturers of some lines will be forced to still further advance prices.

Mail Order Craze

ELSEWHERE in this issue appears an article on the future of the mail order business. The article deals with many phases of mail order selling and should be read by every retail merchant. If any merchant holds opposite views to those expressed in the article, he is requested to communicate his views to Hardware and Metal.

Retail merchants can do a great deal in the way of curtailing the operations of the mail order houses. If the merchants advertise intelligently in the local papers, it will pay them and at the same time gain the support of the local publisher in the movement towards creating a more loyal feeling toward the home community. The spirit of "Home Loyalty" is being encouraged in many sections and the following notice which has appeared in many rural newspapers will show how the small town publishers are taking up the matter. The following is from a Vernon, B.C., paper:

"It is worth while to stop and think seriously what this sending of money to mail order concerns means locally. It means poorer schools, poorer roads, higher taxes, unemployment. To buy cheap things cheaply never did and never will mean prosperity.

"There is involved in this thing of sending money to large cities for goods which can be purchased from the home merchant, the question of local prosperity. It is a poor policy to tear down the business stability of the home town in order to swell the prosperity of the large city.

"In the long run there can be no gain to anybody in patronizing foreign business concerns at the expense of local concerns. If local merchants cannot get sufficient business to pay the expense of operation, it means that smaller stocks will be carried and that the range of selection will be restricted. It means that fewer clerks will be employed; it means that fewer houses will be built or rented; it means that the growth of the local town or city will be retarded. This means in the long run that the amount of taxes which the rural districts will have to pay will be increased or that the public highways and other conveniences which make for better things will be sacrificed.

"This thing of sending out money in large volume which should be spent at home always strikes back some way or other. The school teacher may send away for her gowns; the boarding house keeper sends away for her groceries; the landlord sends away for his needs. Then comes the cry that reven-

ues from local taxation because of decreased business are not adequate to meet expenses. Then school boards are confronted with the necessity of cutting salaries; the patrons of the boarding house become fewer; the sign 'for rent' is seen conspicuously posted on buildings.

"The whole question of local betterment is involved in this foolish mail order craze. If a community is foolish enough to spend its money abroad which should be spent at home, then that community must satisfy itself with poorer schools, churches, roads, theatres, mean-looking towns, everybody in debt, mortgages foreclosed and general business depression.

"If the people would cut out the mail order nonsense for six months, there would be a local prosperity which would surprise everybody. When all the people learn that their own community is most worthy of consideration, when they learn the folly of building up great cities at the expense of their own local towns, then they can be called rational, and not till then."

Orders for Shells

MANY Canadian machine shops are busily engaged in filling shell orders—in fact there are some shops dependent upon war orders entirely for business at the present time. The industry is an important one, in fact one of the most important in Canada to-day—important not only because of the rapidity with which it has developed, but because it brings a very material cash income at a time when it is much needed. Information was recently given out at Ottawa to the effect that to date orders for shrapnel amount to nearly $80,000,000 and that factories from one end of Canada to the other are turning their energies to the manufacture of war munitions.

The Financial Post, in referring to the shell business, says in part:

"From an economic standpoint the shell industry particularly helps the industrial outlook because of the fact that Canada produces practically all of the raw materials, and that a large proportion of the total amount involved is represented by labor. The shell committee states that, with the exception of copper, the materials are mined and smelted within our own country.

For the immediate future the development of the war missile industry seems to be limited only by the capacity of the manufacturing establishments to turn out the goods. In addition to the British orders there are big calls from Russia, and much business is being turned to the United States from the fact that Canadian plants have all the orders they can execute within a reasonable period—and time, of course, is an important factor.

The shell committee proposes to go further. Investigations are now being made in connection with the supply in Canada of propellants and high explosives and with prospective orders from the Russian Government for rifles and ammunition. Cordite and powder are already being manufactured.

The war orders are certainly helping Canadian industry at a time when that help was needed. There is, however, one feature which should be carefully considered, and that is the overhead expense. It is not to be expected that orders for war munitions will continue indefinitely, and the cost of equipment must, therefore, bear a direct relation to the enterprise. Machinery and tools are costly, and the manufacturer who proposes to make war missiles must figure that there will be sufficient profits on the orders in sight to compensate for the necessary changes and equipment."

The Saskatoon Convention

SASKATCHEWAN merchants have a duty to perform in attending the provincial convention of the Retail Merchants' Association, which opens in Saskatoon on Tuesday, May 11. Officials of the association have been working tooth and nail to make this meeting a success. They have bent their efforts to the provision of a programme that when deliberated and acted upon will produce vast benefits to the trade of that great prairie province.

Apart from the legislative matters, there will be a couple of addresses by Frank Stockdale, of Chicago, on "Efficiency Through Co-operation" and on either "Keeping Up With Rising Costs" or "Salesmanship." These addresses alone will undoubtedly be worth the time any merchant spends in attending the convention. These are questions which we cannot learn too much about and we should hear more of them at these annual conventions. Hardware and Metal believes that while legislative matters are important—and some of them exceedingly important—yet they should not occupy all the time. At every convention there should be several addresses on business topics by prominent men in the trade and these should be brought on early on the programme—not after half the delegates have left to catch the trains.

It is to be hoped that the merchants of Saskatchewan rally to the call and that there will be a big gathering at Saskatoon on May 11, 12 and 13.

Bankrupt Sales

SHOULD signs announcing bankrupt sales be allowed?

This is a question which the retail merchants of Saskatchewan are discussing to-day and which they have carried to the Government of that province. They want a law passed prohibiting such signs and have asked for legislation covering their request.

While this may appear to be a radical move, yet there is undoubtedly some reason for it. A bankrupt sale is the legacy a business failure leaves behind. It means that a stock of goods is—in most cases—being sacrificed in price and this injures the trade of the legitimate retailer who has paid a hundred cents on the dollar for his goods and who is struggling against competition to get his money and a living out of the business. The first thing he knows someone comes along with a bankrupt stock and loads many of his customers up with goods they do not want or which will require a long time to consume. Cash has to be paid for such goods. This means that the legitimate dealer loses trade through no fault of his own and he has to wait longer for much of his money.

A large manufacturing concern selling goods all over Canada told the writer recently that in case of a dealer going bankrupt they took back all their unsold goods from his shelves and allowed the creditors a hundred cents on the dollar for them. One reason for this policy was to prevent these goods from being sold at cut prices which they claimed tended to demoralize the remainder of the trade in the locality. If every house did this there would be few bankrupt stocks on the market.

FUTURE OF MAIL ORDER HOUSES.

(Continued from page 29.)

many, live largely in the villages, and their interests are village interests. They go out to the land to work, not to live. Their interests are village interests. They get together with the retailers on matters of education, religion, politics and health, and they also get intimate with the retailers on matters of trade. You can't do a mail order business with farmers whose interests are so closely identified with those of the small town or village merchants.

In Canada and the United States conditions are different. The farmer takes very little interest in the city or town schools, churches or politics. Taking no direct interest in the affairs of the small town or city, the farmer finds it quite easy to send to the mail order house for his goods. The mail order catalogue is fascinating, and the descriptions of the goods, together with illustrations and prices, make a deep impression on the farmer and his family. Farmers should be made to realize that their interests and the small town merchants' interests are identical. They are inter-dependent. The farmer of to-day wants to enjoy more social life than the pioneer farmers. With a little effort on the part of small town merchants the farmers could be made to take a greater interest in the welfare of the small town. The farmer needs the small town and the small town merchant needs the farmer's trade—but the small town merchant cannot expect to get the farmer's trade on the grounds of friendship alone. Business is business, and the average farmer is a shrewd business man, and studies the markets to an even greater extent than many of the small town retailers.

The only small town merchant who needs to fear mail order competition is the merchant who is inefficient. If mail order competition is going to be met and eventually overcome the merchant must educate himself and his sales-people; he must buy and sell intelligently; he must study the markets, keep his stock up-to-date; he must advertise intelligently. To survive, he must meet mail order competition under equal conditions, and he can if he wants to. If he cannot meet mail order competition, he will be bound to lose a good portion of trade.

If your community has the mail order habit, why not get busy with your fellow merchants and take steps to meet the competition. The retailer has many advantages over the mail order house.

Regarding community habits, I am going to quote an editorial that appeared in Hardware and Metal some weeks ago:

"Be loyal to your own community," is a slogan that has been taken up by a large number of retail merchants throughout Canada. Movements of various kinds have been undertaken to impress upon the public the importance of supporting the home town or rural community. During recent years a great many communities have developed very bad habits. People in these communities have apparently forgotten that the country and town are inter-dependent. Merchants in many instances have also lost sight of this fact, and the result has been that many communities have developed the mail order habit to the detriment of the communities and to the rural towns. The small town merchant and the farmers should get closer together. For some years past they have been drifting apart. The existence of the small town retailer is being threatened by the mail order peril. Why not introduce the get-together-habit. Both the farmer and the small town merchant will benefit. Communities are like humans; they get habits. Each community makes its own collection, selects the particular kind it likes. This makes it a peculiar place—as the phrase goes—"gives it individuality, really makes it different from the rest. Now the character of a community—whether it is good or bad—depends on the kind of stuff it packs into its habit trunk.

Furthermore, communities sometimes get chronic. They get "sot in their ways." The habit rut gets deep. Judgments about these things get twisted. Ambition gets tired and quits. Whatever the community is it stays until it begins to back—back perhaps to the condition of that New England rural community, which finally raised two crops a year—"huckleberries in summer and bell in winter."

OLD-TIME BUSINESS IN BRITISH COLUMBIA.

(Continued from page 33.)

goodly crowd of the faithful, who spun yarns until the manager started to pull the blinds down at 9 p.m. Then all had a drink and departed.

Much Was Expected.

We also had the post office, but luckily the mail only came in once a week. It was a wonder how such a varied stock could be carried in such a small space and kept so things could be found. One man attended to everything. Then, as now, we were supposed to have anything a person might think to ask for—and one might think it wonderful how very seldom we were out of what was asked for.

But a merchant carrying all the business in his head soon got to know just about how much of each article was needed, and what people are going to ask for a year ahead, as the population changed very slowly. Now and then when a new bunch of people came in whose tastes were different from the old times, we were stuck for a while.

The Old Bookkeeping System.

Then there was the old journal system of entries and lots of them, too. Anyone that was good, paid up once a year, or once in six months and those that were bad didn't pay at all, but somehow or other the business seemed to exist.

Some 15 years ago when I took the business things were quiet. There were eleven stores run on about the same principles. Travelers found me an easy mark, and I soon had all kinds of goods and all kinds of accounts to pay. Thanks to the trade papers, I saw that a tight system of looking after accounts was the only one, so gradually credit was improved with us. Although many of our old customers got sore at these new methods, we have had to enlarge our store three times during the past few years. But it was only the last few years that we put in a cash register, silent salesmen, account registers, etc.

CATALOGUES AND BOOKLETS

Stratford Mfg. Co. Catalogue.

The Stratford Mfg. Co., Stratford, Ont., have issued catalogue No. 5, featuring their lines of kitchen cabinets, tables, ironing boards, clothes dryers, bake boards, gliding settees, lawn swings, ladder chairs, garden seats, park seats, folding chairs, step ladders, camp stools and cots, sectional ladders, trestles, etc. The catalogue which contains 36 pages is attractively gotten up. Many of the illustrations are in colors.

S. A. Daniell, Ltd., Catalogue.

S. A. Daniell, Ltd., Lion Works, Edward Street, Parade, Birmingham, have issued an 84-page illustrated catalogue and price list, featuring their lines of engineers', gas fitters' and smiths' screw stocks, dies and taps, wrenches, reamers, twist drills, ratchet braces, tube cutters, tube wrenches, tube vises, joiners' sash and flooring cramps, engineers' vises, pulley blocks, pliers, bench screws, brake screws, and bottle jacks, fly presses, stamped metallic labels, etc. The catalogue is splendidly illustrated and specifications are given for each line featured. The firm also has list S.m 2, of screwing machines and accessories for iron gas tubes and bolts.

How Hardware Goods Are Made

Fourth of a Series Showing How Hardware Goods are Made — Describing the Care Taken in Manufacturing High-Grade Saws—From the Steel to the Finished Product — Care Taken in Inspecting the Saws Before Packing.

THIS article, the fourth of a series on "How Hardware Goods are Made," prepared especially for the readers of Hardware and Metal describes the process of manufacture of hand saws. Hardware and Metal is indebted to the Simonds Canada Saw Co., Ltd., Montreal, Que., and Fitchburg, Mass., for the information contained in this article and also for the illustrations. The hardware clerk in showing a hand saw to a customer does not always realize the amount of labor and experience that has entered into the saw—that is, if the saw is a good one—made by a reliable maker.

The carpenter who guides a hand saw through a board, cannot always explain why it glides into the cut so easily. Perhaps he does not stop to think that into the making of the tool has gone the skill and energy of an army of workmen.

The making of the hand saw begins with the steel. The bars of Swedish iron are sheared into small pieces, and carefully weighed into the crucibles with the carbon and alloys. These are fused in closed pots for about four hours, at a temperature of about 3,000 degrees F. The pots are then "pulled out" and emptied into a common ladle to give uniformity to the mixture. A sample of each "heat" is taken and analyzed in the chemical laboratory. The steel is then poured into ingot moulds.

The ingots are heated to redness as they are needed, and passed back and forth through the rolls until they are reduced to plates of the proper gauge.



Crucibles of steel being taken from the furnace.

These hand saw plates, sheared to rectangular form, are shipped to the factory, and placed on racks in store-room.

The first operation in the making of a saw is to shear each plate diagonally to make two saws. Each blade is then stamped with the quality number of the steel and the number of points to the inch required.

How Teeth are Cut.

The teeth are cut by a rapidly operating toothing press, which can be adjusted to cut coarser or finer teeth as may be required. Teeth may be cut with any pitch desired. A "V" shaped tooth, with no pitch whatever, is used in perforating paper. The cross-cut tooth is nearest to this, having but a slight pitch. The compass and pruning saws lean farther to what is called "compass pitch." The rip saw teeth have the face at right angles to the back.

Various trimming operations now take place, such as hollowing the back, squaring the smaller indentation to break the long line of the back. The heel is rounded a little to protect the workman. A slight breast or bow is sometimes given to the teeth where most of the cutting takes place.

The saw has now its proper form, but it is soft. It has been easy to work, but is useless as a tool. The next change must therefore be made in the steel—a new arrangement of the molecules. This is accomplished by the hardening and tempering processes.

First the saws are heated to cherry red in a hot oven and plunged suddenly into an oily liquid. Some new disposi-



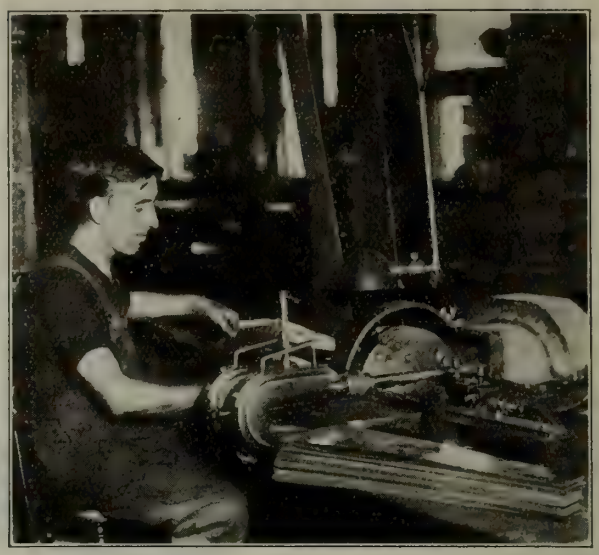
Rolling saw plates in steel mill.



Shearing saw plates.



Showing the grinding of saw blades.



Toothing machine in operation.

tion of the carbon has now taken place. The saws have become brittle as glass. This makes them as useless as before. They are heated again to about half the former temperature, this time under pressure.

Gives Them the Spring.

From this tempering furnace they come forth very flat, and with wonderful spring. This is tested by bending the steel over a wooden block or in the hands, watching it regain its form.

The profound changes through which the saws have passed in the hardening room have caused some slight strains and irregularities in the steel. These are corrected on the anvil by the smith; and this is the most skilled operation in saw-making, because hammering a saw will quickly ruin it unless done with skill and judgment.

The saws are black from the heat treatment. This surface must be ground off, and the saw reduced to proper gauge The best saws are taper ground, i.e., the teeth are kept at uniform thickness, but the blade grows thinner from teeth to back and from heel to toe. This lightens the weight of the saw and gives splendid clearance. Yet the stiffness is kept to prevent buckling.

The saw undergoes two or three polishings with emery powder of different degrees of fineness until it receives a high gloss finish.

Setting the Teeth.

Now the teeth are set and filed. Every other tooth is made to lean away from the workman, so as to give clearance in the cut. The cutting edge is given the teeth with a three-cornered file. To file a saw properly is an art that is acquired only after much experience and training. The saws are now laid on a board and side dressed with a flat file to make the teeth smooth.

The next step is the etching of the name on the steel. Well-inked labels are applied that leave their impression when the paper is washed away. An acid brushed over the ink eats its way into the lettering that has been left blank. The saws must then have their etching filled with the coloring.

The best handles are made of apple wood, which shows a fine grain under polish. The logs are cut into boards, which are allowed to season in the sheds for three years. They are then reduced to short lengths, several of which are nailed together, and the pattern marked on the upper block. The outline is cut with a small band saw; the inner line with a jig saw. The square edges are rounded off. Then the wood is sanded, stained and polished. The carving is done with a small circular cutter.

Getting the Right Hang.

Now the blades and handles are brought together. Each must be fitted individually, to be sure of the right



Hammering saw blades, an important operation.



Spring test for temper.



Putting handles on the saws.



Etching trade mark on saw blades.

hang and firmness as well as the general appearance.

The inspector makes his final examination, omitting no detail. The reputation of the company depends largely upon his eye and hand.

The saws are carefully cleaned and rubbed with dry lime or charcoal. They are then slipped into wax paper sleeves, and inserted into individual pasteboard carbons, or packed four to a box.

From here they go to stock or to the shipping room. A large stock of saws in a partly-finished condition is always kept on hand. So many varieties are called for that it is necessary to be prepared to give prompt service.

CLEAN-UP AND PAINT-UP.

Programme Arranged for a Busy Week in Montreal This Spring.

Montreal's clean-up week will be for a full seven days, commencing with Sunday, May 16. The first day, as might be expected, will be one rather of clean-up thoughts than clean-up deeds, and the ministers of the different churches in the city are requested to remind the members of their congregations of the campaign to commence on the following day. Friday, the 21st, has been set apart as the paint-up day, and citizens are admonished to get very busy with brushes and paint cans in order to brighten up both inside and out. Following is the programme which the committee has adopted:—

May 16th, Sermon Day—It is expected that the ministers of the local churches will refer to the work of the campaign committee during the sermons.

Monday, the 17th, Fire Prevention Day—"Bear in mind that carelessness is the chief cause of fires, and that this carelessness has indirectly cost $10.00 last year to every head of a family in Montreal."

Tuesday, the 18th, Front Yard Day—"Make the surroundings of your home congenial by sowing grass seed on the lawn, planting flowers and taking care of the trees."

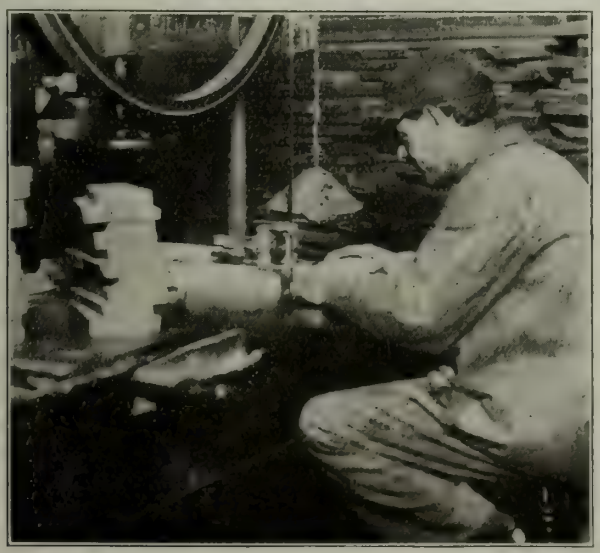
Wednesday, the 19th, Back Yard Day—"Clean your back yards of all rubbish; make it a small vegetable garden; keep the fences in order."

Thursday, the 20th, Sanitation Day—"Remove all rubbish; clean all carpets; ventilate your cellars; scrub everything well, using plenty of soap and water."

Friday, the 21st, Paint-up Day—"Make everything radiant with fresh colors; be bright and keep bright."

Saturday, the 22nd, Children's Day—"Fifty per cent. of the newly-born babies die before they are one year of age; do something to stop these needless deaths. It is worse than murder to keep infants unclean and to give them foods that are worse than poison."

A woman and her money are soon parted in a ten-cent store.



Band sawing out handles.



Inspecting the finished saws.

Practical Course for Sheet Metal Workers

Article No. 28 of Series

By CHARLES SEIVERS

IN this plate is shown the manner of cutting a mitre pattern for mouldings for the purpose of illustrating same. a section of an eavetrough is shown at A, B, C.

To lay out pattern as shown in Fig. 1, draw plan of trough for moulding as shown by D-E-F-G-H-K joining the two points E and H, thus showing mitre line in plan.

Divide both the curved portions of section into equal number of parts and from each of these points and also from the ends or angle of the straight members, draw lines parallel to A-B extending them downward at 90 degrees until they intersect mitre line E-H on plan. Next draw a line at right angles to D-E as shown at L-M, using this line as a base from which to measure.

Now draw line B-L and from it erect the two lines B-A and L-M. On B-A and L-M, Fig. 1 and 2 which are really stretchout lines for the mitres mark off the spaces on section shown by 15, 14, 13, 12, etc., and draw lines joining corresponding points as shown at 14 to 14, 13 to 13, etc.

With compasses or dividers measure from line L-M on plan on each of the lines drawn from divisions in section and set off on corresponding divisions from L-M at Fig. 2. It must be noted that as points numbered 15 and 14 come on exactly same line, the distance from L-M to E will, of course, be the same for both points and will be so set off by simply allowing the actual distance from L-M at Fig. 2 or as shown in back portion of eavetrough in section A-B, 14 and 15. Now proceed in the same manner with remaining points 13, 12, 10, 11, etc. A line traced through the points obtained will give outline of pattern in this case an inside mitre. If an outside mitre pattern were required it would be necessary to place section in its correct position with reference to plan, that is line A-B at back of section placed on line H-K of plan, when the balance of procedure remains same as already described. Another method more commonly used for square mitres is shown by pattern at Fig. 1. From each of the points on section as 1, 2, 3, 4, etc., draw lines to A-B, as shown. Using the line A-B on section as a base to work from measure to points 13, 12, 10, etc., and set off from line A-B at Fig. 1. As points 15 and 14 are on A, B, of section they are on same points at line A-B of pattern. A line drawn through points thus obtained will give outline of pattern for an outside mitre.

To further explain to our readers what is meant by the terms "inside and outside mitres." To define an outside mitre would be, the mitre of say, an eavetrough which is required to fit into a corner made at a valley of a roof. An outside mitre would be required to carry

(Continued on page 47.)

The accompanying article is No. 28 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

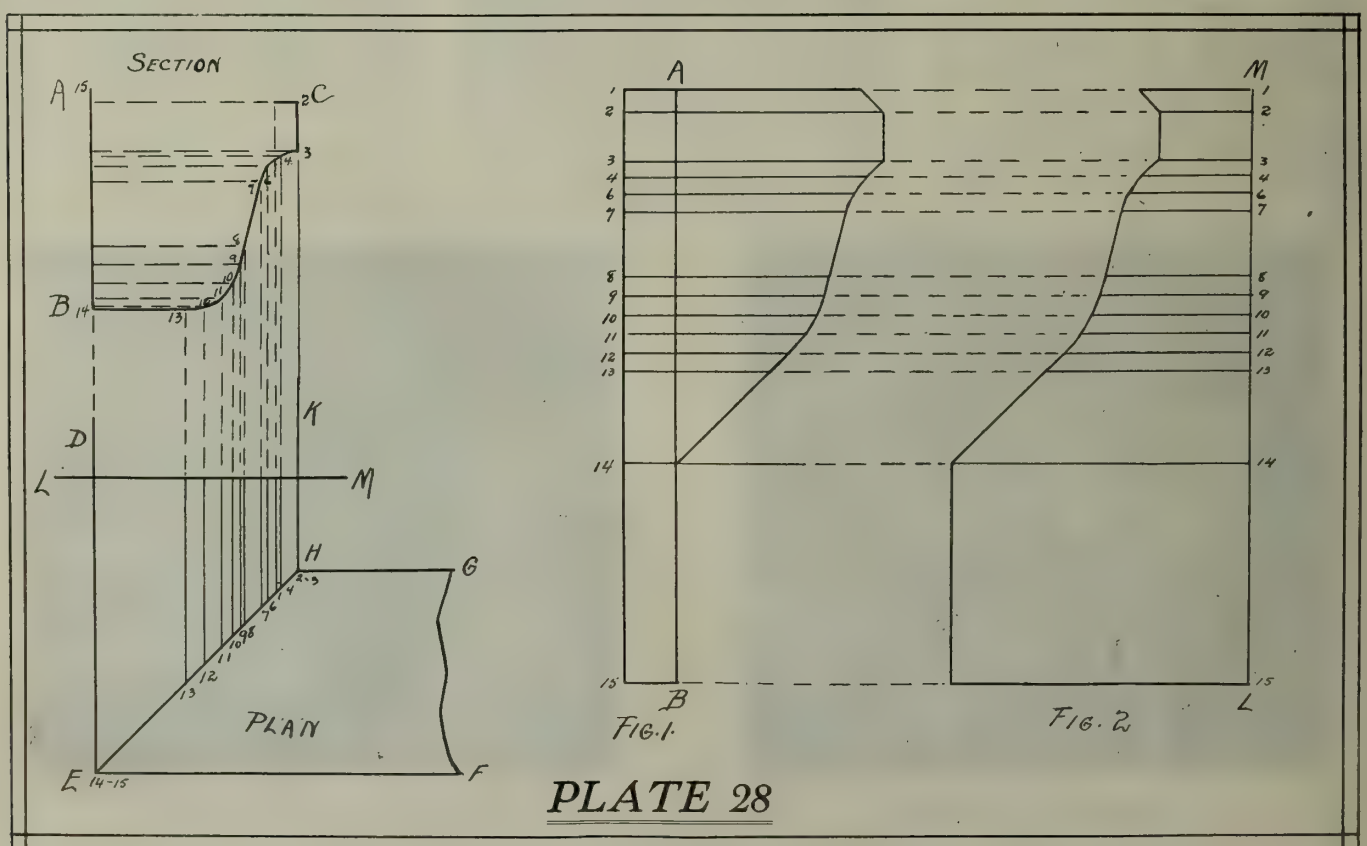


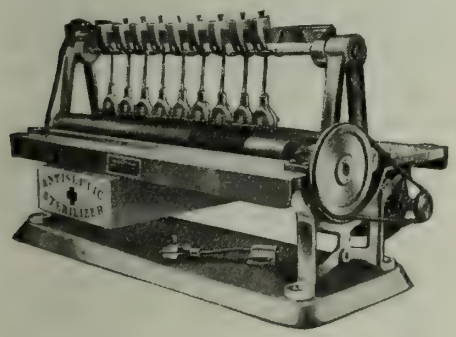
PLATE 28

New Hardware Goods

Offered Canadian Hardwaremen

THE HENDERSON MACHINE.

THE Henderson Machine Co., Cincinnatti, Ohio, offers to the trade the Henderson automatic razor blade sharpening machine. The makers state that the machine is so constructed that it gives an eighteen inch diagonal stroke to the blade each time that it comes in contact with the finishing rollers, which it is said, means the same as though a barber drew the razor from the upper outside to the lower inside on an eighteen-inch strop. The pressure is applied gradually from zero or no pressure, to the maximum or greatest pressure, and then gradually diminishing off to zero or no pressure. The holders in the Henderson machine are suspended from a suspending bar and adjust themselves automatically to the conveyer. The blades, as being sharpened, can be removed and replaced while the machine



Henderson Razor-Sharpening Machine.

is running, without any danger of cutting and spoiling the rollers. The makers also claim that the Henderson machine occupies less space for the number of blades it will hold than any other machine. It measures 30 inches long; 18 inches wide; 18 inches high and weighs 125 pounds. It holds eight blades and the makers claim it will sharpen the blades just as fast as they can be fed into the machine. The blade holder is a "Universal Self-Adjusting," and will hold any blade irrespective of size or shape.

It is said that the amount of current required to run the machine is equal to a 16 candlepower incandescent lamp. There is also a grinding attachment, that can be used on the Henderson machine, for sharpening scissors, knives, edge-tools, etc.

COLT AUTOMATIC PISTOL.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., have brought out a new automatic pistol, the Colt, calibre .22 Target Model here illustrated.

The makers claim that this is the only



Colt, Calibre 22 Target Model.

automatic pistol now made to handle the standard calibre .22 long rifle cartridges. They claim that with its adjustable target sights, long barrel, light trigger pull and splendid balance, it possesses all the advantages of a single-shot target pistol, with the additional features of automatic action, obviating the necessity and inconvenience of reloading for each shot, and furthermore, permitting unlimited practice in that present popular branch of shooting—rapid fire and snap shooting.

The pistol is equipped with a Safety Lock which, when the arm is cocked, may be pushed upward, thus positively locking hammer and slide. This Safety Lock is located within easy reach of the thumb of the hand holding the pistol and may be instantly pressed down when raising the pistol to the firing position. It also acts as an indicator showing whether or not the pistol is cocked.

The slide may be readily removed from the frame, permitting the arm to be quickly and easily cleaned from the breech.

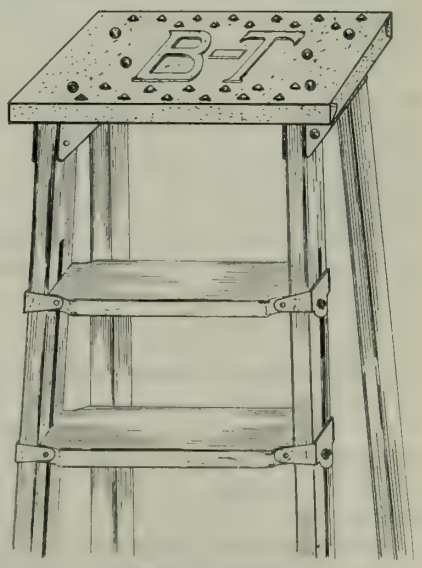
An extension of the frame at rear serves as a guard to prevent the hand of the shooter from slipping upward and being injured by the recoiling slide; this also acts as a guide to keep the hand in the same position for each shot, thereby aiding in accurate shooting. The grip or stock slants at a correct angle in relation to barrel and line of sight, giving the shooter the proper "hold" of the piece without wrist strain.

The magazine is provided with a thumb grip or pin which projects on the right side and enables the operator to compress or relieve the tension on the magazine spring to facilitate loading the magazine.

The specifications of the new pistol are: capacity of magazine, 10 shots; length of barrel 6½ inches; length over all 10½ inches; weight 28 ounces; finish full blued; checked English walnut stocks; sights, bead front sight, adjustable for elevation; rear sight, with adjusting screw, adjustable for windage; distance between sights 9 inches; cartridge, .22 long rifle, rim fire (greased cartridge only,) either lesmok, semi-smokeless or smokeless. Greasless cartridges may be used provided shells are slightly lubricated.

STEEL TOP LADDER.

Beatty Brothers, Ltd., Fergus, Ont., are introducing to the trade a new step ladder with a galvanized top. The makers state that the top of a ladder is its very heart and if it is not durable



Steel Top Ladder.

the legs will not be held firmly, and soon the whole ladder will wobble. The claim is made that the steel top will not warp or crack and that it greatly strengthens the ladder. The accompanying illustration shows the new ladder.

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Moved Offices.

Montreal, Que.—The Sweeper-Vac., Ltd., Mappin Building, Montreal, have moved to the Windsor Arcade.

Announcement of Removal.

The Remington Arms-Union Metallic Cartridge Company announces that on May 1st, 1915, with the purpose of increasing its accommodations, it will remove its New York offices to the Woolworth Building, 233 Broadway, 26th floor.

Personals.

E. K. Spinney, Yarmouth, N.S., was a visitor at the Montreal office of Hardware and Metal this week, and spoke in optimistic manner of conditions in Nova Scotia.

F. A. Fisher, son of W. S. Fisher, president Enterprise Foundry Co., Sackville, N.S., was a visitor at the Toronto office of Hardware and Metal this week. Mr. Fisher stated that trade in the Maritime Provinces is about normal.

Business Changes.

Parkhill, Ont.—J. Houghton, hardware merchant, has sold out.

Sonewall, Man. — W. Montgomery, hardware, has been succeeded by E. Williams & Son.

Rhein, Sask.—Jacob Kinzel has sold his interest in the Rhein Hardware Co. to Geo. Propp.

Toronto, Ont. — W. F. Porter, hardware and tinsmith, has been succeeded by D. Guffin & Co.

Carberry, Man.—Jas. White, lumber and hardware, has sold the hardware department to B. McCormick, Ltd.

The Johnson Hardware Co.,
Fort Frances, Ontario,
April 19th, 1915.

Hardware and Metal,
Toronto.

Dear Sirs,—

Enclosed please find $2.00 for our subscription up to March 31st, 1916. We are delighted with your Spring Number of Hardware and Metal, it is a very complete copy and a useful edition.

Yours truly,
JOHNSON HARDWARE CO.,
(Signed) W. G. Johnson.

HARDWARE LETTER BOX



Electric Light Sockets.

The Sayer Electric Co., Montreal, Que.—Can you give us the names of manufacturers in Canada who make Electric Light Sockets, other than the two names given below?

Munderloh & Co., Ltd., Montreal, Que.

Benjamin Electric Mfg. Co., Ltd., Toronto, Ont.

Canadian General Electric Co., Ltd., Toronto, Ont.—Editor.

Repairs for 9-24 Aberdeen Warrior Cook Stove.

E. T. Coleman & Co., New Dundee, Ont.—Please tell us where we may be able to get repairs for 9-24 Aberdeen Warrior Cook Stove?

The McClary Mfg. Co., London, Ont., can supply parts for the 9-24 Aberdeen Warrior Cook Stove.—Editor.

Aluminum Letters and Figures—Stamped and Cast.

A. T. Fife & Co., Kenora, Ont.—Will you kindly advise us as to the names of manufacturers of Aluminum Letters and Figures, both stamped and cast?

Hamilton Stamp & Stencil Works, Hamilton, Ont.

Toronto Stamp & Stencil Works, Toronto, Ont.

Thos. Davidson Mfg. Co., Limited, Montreal, Que.

Patterson & Heward, Toronto, Ont.

Martel Stewart Co., Montreal, Que.

L. F. Grammes & Co., Allanstown, Pa.—Editor.

Carriage and Wagon Wood.

The W. W. Cooper Co., Swift Current, Sask.—Kindly let us know the names of manufacturers of Carriage and Wagon Wood?

Merritt & Co., Chatham, Ont.

D. G. Latta, Limited, Edmonton, Alta.

D. Ackland & Son, Ltd., Winnipeg, Man.

Victoria Wheel Works, Galt, Ont.

Canada Wheel Works, Merriton, Ont.

F. Bacon & Co., Montreal, Que.

Luger Gravel, Montreal, Que.—Editor.

Fireplace Grates and Tile.

Campbell & Best, Peterborough, Ont.—Kindly let us know where we can secure Fireplace Grates and Tile?

Grates — Barton-Netting Co., Ltd., Windsor, Ont.

Galt Stove Co., Ltd., Galt, Ont.

Enterprise Foundry & Machine Co., Ltd., Sackville, N.B.

Tile—Barton-Netting Co., Ltd., Windsor, Ont.—Editor.

Electric Cooking Stoves and Ranges.

Henry Gilles, St. Jacobs, Ont.—Kindly give me the names of manufacturers of electric cooking stoves and ranges.

The Mainer Electric Co., Ltd., Winnipeg, Man.; National Electric Heating Co., Ltd., Toronto, Ont.; Moffat Stove Co., Ltd., Weston, Ont.; Hotpoint Electric Co., Toronto, Ont.; Canadian Westinghouse Co., Ltd., Hamilton, Ont.; Landers, Frary & Clark, New Britain, Conn.; Renfrew Electric Mfg. Co., Renfrew, Ont.—Ed.

Wood Handles, Small and Large.

Strachan, Oswell & Co., Ltd., 32 Front St. West, Toronto, Ont.—Will you please give us the names of firms making wood handles?

J. H. Still Co., Ltd., St. Thomas, Ont.

Chapin-Stevens Co., Pine Meadow, Conn.

E. B. Salyerds, Preston, Ont.

Lachute Shuttle Co., Lachute Mills, Que.

Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.

Lyster Wood Box & Enamelling Co., Ltd., Lyster, Que.—Editor.

Makers of the L. P. G. Shotgun.

L. D. Merriam, Chatsworth, Ont.—Would you be good enough to give me the name of the firm who makes the L. P. G. shotgun?

This gun was formerly made in Belgium, but owing to the state in which that country now finds itself, it would be impossible to secure any from them. Caverhill, Learmont & Co., of Montreal, Que., and Decatur, Bull & Co., Montreal, Que., can supply you with these guns.—Ed.

Selling Poison Preparations

Prosecutions of Hardware Merchants Who Have Not Conformed With the Law Governing the Sale of Poisons—How Packages Should be Labeled.

GOVERNMENT officials have recently prosecuted a number of retail hardwaremen who sold poison preparations in packages which did not conform with the requirements of the law governing the sale of poison preparations. Hardware and Metal has, on several occasions, pointed out the advisability and necessity of having poisons, particularly wood alcohol, and Paris green properly labeled.

Merchants not observing the provisions of the various acts governing the sale of poisons are liable to heavy penalties, and ignorance of the law is not accepted as an excuse.

Selling Wood Alcohol.

All provinces in Canada come under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. Section 266 of the Act states that, "Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparations for internal use, shall be liable to a penalty of five hundred dollars." This section of the Act has been amended by adding the following subsection thereto, "Every person who uses methyl alcohol, or spirits containing methyl alcohol, in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in **BLACK LETTERS NOT LESS THAN ONE-FOURTH OF AN INCH IN HEIGHTH**, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

Hardwaremen should note particularly the following from section 10, "All vessels containing the word alcohol whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words "Wood alcohol Poison," in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars. In Prince Edward Island wood alcohol comes under the Prohibition Act.

Selling Paris Green.

Regarding the sale of Paris green the pharmacy acts of the various provinces are much alike and may be summed up as follows, "Nothing in the Act shall prevent the sale, by persons not registered, of paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceding a five per cent. solution, and London purple, if such articles are sold in WELL SECURED PACKAGES DISTINCTLY LABELED WITH THE NAME AND ADDRESS OF THE PERSON PREPARING OR PUTTING UP SUCH PACKAGES AND DISTINCTLY LABELED WITH THE NAME OF THE ARTICLE AND MARKED "POISON." When sold by retail, then also the name of the proprietor of the establishment in which the poison is sold.

LANDING THE FISH.

There is a breath of spring in the air, there is a damp odor in the woods and there is a gurgle in the boiling creeks and streams that is calling gently but insistently and persuasively to the disciples of Isaac Walton. The calendar—which no real angler need consult—tells us that the season of hook and line, of rod and reel and of landing net and carrying basket is at hand.

Let the season have a significance for the hardware man. If he is a sentimentalist let him not dwell upon the question of monetary gain by fostering the longings of the fisherman; let him, if necessary, think that he is doing the ardent angler a favor in supplying him with the paraphernalia of war — or whatever it might be called; but whatever his mental attitude may be on the fine points of feeling involved, let him get busy and hit the iron while it is hot—or land the fish while it is hooked, if that is more appropriate. So long as there are fish or places where fish might be suspected of frequenting, there will be fishermen, and so long as there are fishermen there will be a demand for tackle. But the fish in the stream to the angler is like the angler in the street to the hardware man if he does not put out his bait. Try a window display to tempt business to the hook.

And here is something else. The war may not have affected the fish, but it has the fishing tackle. The prices have advanced about 10%. Why? Because fishing tackle is imported. But while the dealer knows of the increase and the angler will probably be aware of it, there has been no serious damage done. Whisper. Because, in the style of Bud Fisher, THE FISH DON'T KNOW IT.

The price of bent pins still remains about the same. The barefoot boy who, in the fish story, catches the sparkling, speckled string while the angler in the catalogue uniform and armed with double-barrelled, gold-mounted, ninety horse-power whale ensnaring equipment wets his trousers considerably above the knees, will still be allowed to barefoot his way through the streams of romance without additional financing. However, there is reason to believe that even the fish have heard of those stories and have developed tastes for something more in keeping with the advancing cost of living—why should not a fish live as expensively as possible and demand some entertainment if he is to provide the sport? Therefore, believing that anglers are getting as wise as the fish, there should be no reason why the demand for fishing tackle should not be as strong this spring as ever and at the higher price. The barefoot boy still has his bent pin and the angler will not mind a litte extra for his equipment.

In fact the signs would appear to be an evidence that angling will be a more than ever popular sport this season. The papers, the woods (and why not the streams) are full of suggestions for providing a means of entertainment for the travel-seeking wealthy, who are being refused admission to the theatre of war for this summer. Why not let them hunt fish—that is not the right expression, for you catch fish, but you have to hunt the place to fish, which is only changing a noun to a verb. The evidence is that through the warmer days there will be many of the wealthy who will find their way to the summer resorts and learn the art of angling. Angling and even fishing may be distinct from catching fish—but they require tackle to be successful failures.

And then there is the man of moderate means. His vacation this year may not take him to the resorts. He may be attached to his job—if any—throughout the summer and for him there will be week-end jaunts with opportunities for indulgence in the pleasant pastime at small expense.

Altogether let us advise the hardware man to get a good stock of fishing tackle and display it well. He is looking for the angler and the angler is looking for the fish—there is one born every minute, it is said, which can be applied to either.

AN EXPLANATION.

In last week's issue of Hardware and Metal an announcement was made to the effect that a new assortment of electros would appear in this week's issue. Owing to an unavoidable delay the electros were not ready at the time of going to press. They will therefore appear in next week's issue.—Editor.

Weekly Market Reports

Statements From Buying Centres

THE MARKETS AT A GLANCE.

Although country trade is close to normal there is still a quietness in the larger cities, and although there is a good demand for spring goods, there is very little demand for building materials. However, spring business is regarded as being very satisfactory under present conditions. The metal markets are still erratic. Spelter quotations have reached a high figure—in fact a record price. There is really no market—sales being made to the highest bidder. Stocks are very low, spot stocks having disappeared as if by magic. No doubt, there will be further advances in the price of many hardware lines, in the manufacture of which spelter is used. Copper has advanced in price very rapidly, and the consumption is heavy. Tin remains unchanged from last week and is in fair demand. Antimony has advanced 4 cents per pound during the week. Many manufacturers have been forced to advance prices on certain products, owing to the record high prices of some metals. Winnipeg reports that business during the past week has been quiet, this being apparently due to the fact that farmers are busy finishing seeding. Linseed oil advanced 3 cents per gallon at Winnipeg. Iron pipe and Paris green have also advanced.

MONTREAL.

MONTREAL, April 29.—Although the spring shipments to country points are practically all off the books, the hardware trade is still very busy. With the season about ten days ahead of the schedule, and with the retailers generally carrying short stocks, sorting orders have followed closely upon the placed business—and have followed strong. The result is that, while there is but little, if any, improvement in the city trade, and the larger orders which represent construction and industrial contracts are lacking, there is a volume of small orders which represents a comparatively light movement of goods in proportion to the activity entailed.

Altogether, however, spring business is regarded as being satisfactory in view of the general conditions prevailing, and there is no complaint. Orders for builders' hardware, builders' material, construction supplies, etc., were not to be expected, but there is an improvement over a year ago noted in the general country lines, and there is the satisfaction of knowing also that stocks are low and that anything like a brightening of the conditions in the cities and manufacturing centres as well as country points will be directly followed by orders; the nature of the sorting business being done is a good indication of this condition in the trade.

Warm weather has forced the sale of lawn goods and certain lines of farm tools, such as forks and hoes, and there is a better inquiry for plumbers' lines and roofing materials, while ice-cream freezers, garden tools and housecleaning lines are still moving. Price changes are few, with the exception of the metals, and the announcement has been made by the shovel manufacturers that the advance decided upon for the 1st of May will be deferred indefinitely, the present prices to continue until further notice.

MONTREAL QUOTATIONS.

Tin	54c-56c
Spelter	15c
Copper	19½c
Lead, Imported, cwt.	5¾c-6c
Antimony	35c
Solder, ½ x ½	27 to 31
Solder "strictly"	29 to 33
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp	12½c base
Sisal	10½c
Lath Yarn	9¾c

The Metals—The metal markets have ceased to surprise the trade for the reason that there is scarcely anything that might take place that has not occurred. Advances weekly are now taken much as a matter of course, and although tin and lead this week are without change, copper, spelter and antimony have jumped up the price scale in a manner which compares with anything in their recent performances. The demand for ammunition is steadily increasing with the prospects for a protracted war and the limit of the purchasing of the belligerent nations seems to be bounded only by the capacity of the manufacturers.

Tin—The market locally is holding firm at 54 to 56c with visible supplies limited, despite the fact that the New York situation continues to show an easier tone and the quotation of 42c compares with 46c a week ago and 57c the week previous. This decline was partially brought about by the arrival of certain cargoes regarded as uncertain. The American situation is still complicated by the British embargo which necessitates the guarantee that importers are consumers. The market is firm, but quiet, with unrestricted spot supplies very scarce.

Copper—With the foreign market for copper advancing in a manner which would seem to indicate that there is no limit to the movement, the local quotation has been taken up from 18¾c to 19½c, and seems likely to go higher. New York is up from $17.50 to $18.62½, which is 4c a pound in the past six weeks and 6c since the first of the year, and consumption is greater than ever. War orders indicate a demand well into the future and higher prices seem to be in order.

Spelter—An additional 2c has been added to the price of spelter on the local market, making a quotation of 15c. This compares with 14c quoted in New York and 10c in that market two weeks ago. American makers note a demand as far ahead as November on the strength of war orders and there appears to be some difficulty in placing even that far in the future. Indications certainly do not point to lower prices, but rather to the contrary.

Lead—The lead market is about the only branch of the metals that is quiet. There is no particular change in the conditions or prices of the past couple of weeks. If anything, the situation is easier. Local quotations are around $5.75.

Antimony—The embargo against the exportation of antimony from England is having the effect predicted. The top appears to be off the market, so far as price is concerned, and a rise of 5c is noted both locally and in New York, while in the latter Hallets has been withdrawn altogether. With the shortage of British stocks Chinese and Japanese brands have been advanced rapidly and are now quoted around 30c. There appears to be no limit to the price which may obtain for antimony if the present war demand continues.

Builders' Hardware—The movement of builders' hardware is slow for the season, although there has been noted a continued demand—but not a heavy one—for the cheaper grades of lock sets. The new price lists are still being awaited and in the meantime business has settled down to general readjustments to cover the tariff increase.

Building Materials—A fair demand for metal sheets and roofing paper is about the only improvement that can be noted in an otherwise weak market for building materials. The opening of navigation and unusually spring-like weather are no doubt factors in the improvement.

Bar Iron and Steel—The demand for bar iron and steel in the hardware trade is very light, but the prices are on a strong basis. The base of $2 for bar iron is well maintained.

Nails and Fencing—There is a fair demand for nails from country points continuing and the prices of $2.40 for wire and $2.50 for cut are well maintained. Fencing orders have been pretty well cleaned up and the trade is well satisfied with the business done.

TORONTO QUOTATIONS.

Tin	50c
Copper	20c
Lead	5¾c
Spelter	14c
Antimony	35c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	35c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	12½c base
African Hemp Rope	12½c base
Sisal Rope	10½c base

Spades and Shovels—A couple of weeks ago shovel manufacturers sent out new price lists to go into effect on the list of May covering a general advance. These lists, however, have been withdrawn and the old quotations will continue until further notice. It is reported that the action has been due to a cut in prices announced by American shovel makers.

Bolts and Nuts—The demand for bolts and nuts is quiet and promises to continue so with the industrial depression prevailing.

Plates and Sheets—There is an improvement noted in the demand for sheets for roofing purposes. This came with the opening of navigation and the arrival of warm weather. Galvanized sheets are likely to be further advanced in price now that the spelter market is rising to new price levels.

Iron and Lead Pipe.—There is an improvement in the demand for iron and lead pipe noted in common with plumbers' lines in general. This improvement, while not very material, is encouraging. Prices are firm. Lead pipe 8c and lead waste pipe 9c, net.

Rope and Twine—There is a fair demand for rope from country sections and more interest is being displayed in twine. The market is very firm in view of the rather precarious outlook as regards raw material.

Tools—The demand for precision tools continues and good business is being done, although the extent to which the requirements for these "war" tools will extend is questionable.

Seasonable Lines—A further improvement in the demand for lawn tools is noted with the warmer weather and there has been interest displayed in forks, hoes and other farm tools required in the spring and early summer agricultural operations.

Utensils—Higher prices for galvanized and copper ware would seem to be the logical development of the present situation in metals. As yet there has been no intimation that changes are to take place, but it is understood that stocks are low and in the case of galvanized ware the existing market for spelter would warrant an increase of 15% to 20%.

TORONTO.

TORONTO, Ont., April 29.—The reports recently received from the battle front have had a somewhat depressing effect in business circles on account of the casualties, and consequently the hardware trade has experienced a rather quiet week. There is no sign of discouragement, however, but rather more complete realization of the extent to which this country is involved in the struggle and a fixed determination to see it through to a successful finish. This quietness is of a temporary nature, and the present seasonable weather will have a stimulative effect on business and a more optimistic spirit will prevail in hardware circles. Although conditions, generally speaking, are hardly up to the normal, there is a gradual improvement taking place and prospects look brighter. A considerable amount of the present activity is due to the orders for war materials, but at the same time the volume of ordinary business is increasing. This is more noticeable as regards the country trade, as conditions in the rural districts are far more favorable than in the industrial centres. The purchasing power of the agricultural community is, therefore, greater than that of the industrial sections. In the farming districts conditions are very favorable for the crops, and prospects were perhaps never better. The city trade, on the other hand, is suffering from the general industrial depression and financial stringency, with little prospect of any pronounced improvement for some time to come.

Seasonable lines are moving freely, there being a good demand for gas, oil stoves, ice cream freezers, refrigerators, garden tools, etc. The building trade, although dull, is showing some improvement, and there is a better demand for builders' supplies. Copper rivets have advanced sharply, and higher prices may be expected for copper and galvanized goods if the present prices of raw materials are maintained.

The Metals.—There is a better demand for metals, more particularly for those used in the manufacture of ammunition, such as copper, antimony and lead. The copper and antimony markets are very strong, but tin is much easier, although the situation has not improved. There is a continued scarcity of spelter, which is becoming serious for makers of galvanized producers. Although tin has declined, solders have not changed, but there is a possibility of lower prices. Aluminum is unchanged at 23½c per pound.

Tin.—The situation is unchanged, but the market is slightly easier, largely the result of the considerable delay experienced in obtaining export permits. Spot tin is scarce, but the expectation of considerable quantities of Banca tin arriving in New York will relieve that market. Tin has declined 5c, and is being quoted at 50c per pound, which price, however, is nominal.

Copper.—The market is very active and advancing, and the already heavy demand for copper is increasing. Producers have increased production, but it is believed that they are sold up for some time to come. As long as the war lasts the demand will be heavy, and may continued for some time after hostilities

have ceased. The market is very strong, and has advanced 1c, being quoted locally at 20c per pound.

Spelter.—The market is excited, and is again advancing. A serious scarcity of spelter is being experienced, there being practically no spot spelter to be had, as smelters are sold up at least two to three months ahead. Prices have advanced 1c, and quotations are nominal at 14c per pound.

Lead.—The market continues very quiet at unchanged quotations. Lead is quoted here at 5¾c per pound.

Antimony.—There is a heavy demand for antimony for war munitions, and the market is in a sold-up condition. Surplus stocks have already been liquidated, and the demand is increasing, which points to still higher prices. The market is strong, and prices have advanced 2c. Quotations are nominal at 34c per pound.

Solders.—Notwithstanding the decline in tin, there has been no change in solders. Although if the weakness in the tin market continues, solders will no doubt be affected. Prices are given in panel and current market quotations.

Scrap Metals.—There is a fair demand all round for scrap, more particularly for copper and brass scrap. Prices are firm, but unchanged, and are given in the current market quotations.

Pig Iron.—Dull conditions continue in the pig iron market, and the outlook shows no signs of any immediate improvement. Foundries are quiet and operating at considerably reduced capacity. Victoria and Hamilton brands are quoted at $19 per ton.

Bar Iron and Steel.—Conditions in the steel trade do not show any material change except for the increasing demand for rounds for shells. Manufacturing interests are not using much tonnage, and the building trade is still comparatively quiet. Prices on Pittsburg bars, plates and shapes have advanced to $1.20. Canadian mills are holding prices firm on bars at $2.05 base.

Lead and Iron Pipe.—The demand continues light, due to the dullness in the building trade. Prices are firm, however, due to the high cost of lead and spelter, the latter, of course, affecting galvanized pipe only. Lead pipe is quoted at 8c and waste pipe at 9c. Iron pipe prices are given in the current market quotations.

Wire Nails.—The situation is unchanged and the market is quiet, but firm. Wire nails are being quoted at $2.35 base and cut nails at $2.70 base.

Stoves.—A brisk demand is reported on oil and gas stoves, but there is very little business passing in furnaces, the slackness in the building trade being to a large extent responsible for this.

Kitchen Utensils.—There is a fair demand for all kinds of ware and other shelf lines, more particularly from the country trade. There is a possibility of an advance in prices of galvanized and copper ware, due to the increasing cost of spelter and copper, and in the case of spelter a scarcity of supplies.

Copper Rivets.—A sharp advance in the price of copper rivets is to be noted due to the increasing cost of copper. The new discount is 27½ per cent. as against 35 and 5 per cent., the old discount.

Poultry Netting.—A fairly active demand for netting is reported and prices are very firm. It is becoming increasingly difficult to obtain English netting on account of labor conditions being affected by the war. The spelter situation is also seriously affecting netting manufacturers.

Rope and Twine.—There has been quite a brisk demand for rope and prices are very firm. The situation in Mexico is very unsettled, and if it does not improve soon will seriously affect the sisal market. At the present time it is almost impossible to obtain sisal from that country, and stocks here will soon be depleted. Prices are given in the current market quotations.

LONDON.

LONDON, Ont., April 29.—Business continues good and retailers are all busy with spring lines. The chief price change this week is in linseed oil which advanced two cents per gallon. The discount on shoe rivets has also been changed.

The price change expected on shovels on May 1 will not take place.

At the advanced prices linseed oil is now quoted:

	Raw.	Boiled.
1 to 2 barrels....	81c	84c
3 to 5 barrels....	80c	83c
6 to 9 barrels....	78c	82c

Lead remains unchanged, and is quoted for Government pure grade in ton lots at $9.10 per 100 lbs. and in less than ton lots at $9.40 per 100 lbs.

Turpentine remains unchanged and is quoted in single-barrel lots at 73c per Imperial gallon and 72c in 2 to 4-barrel lots; 5-gallon lots are quoted at 80c per gallon.

Wire Nails, Etc.

Wire nails are in fair demand. The present price is $2.35 base for wire and $2.70 base for cut nails. Most of the larger buyers booked for wire nails some time ago when quotations ranged around $2 base. Wire from stock is quoted as follows:

	Per 100 lbs.
Barb	$2.55
No. 9 soft, galv.	2.30
No. 12 soft, galv.	2.45
No. 13 soft, galv.	2.55
9-coil spring	2.35
Oiled and annealed, No. 10	2.35
Oiled and annealed, No. 11	2.52
Oiled and annealed, No. 12	2.60

Galvanized fence hooks are quoted at $3 per 100 lbs. and $3.25 per 100 lbs. in $25-lb. boxes. Fence staples, bright, are $2.60 per 100 lbs. in kegs; $2.85 per 100 lbs. in 25-lb. boxes; galvanized, $3 per 100 lbs. in kegs, and $3.25 per 100 lbs. in 25-lb. boxes. Poultry netting remains at 45 per cent.; screen wire is quoted at $1.55 in 100-ft. rolls and $1.60 in 50-ft. rolls.

Rope, Twine, Etc.

Rope quotations are unchanged and are as follows:

Pure Manila	14½c lb. base
British Manila	12½c lb. base
African Hemp	12½c lb. base

Prices on twine are as follows:

650 ft.	12¾c lb.
600 ft.	10½c lb.
550 ft.	8¾c lb.
500 ft.	8½c lb.

⅛c per pound allowance on 5 tons.

¼c per pound allowance on 10 tons.

Terms November 1.

Harvest Tools, Etc.

Lawn and garden tools are in good demand and retailers are finding a ready sale for these lines. Harvest tools are quoted at 40-12½ per cent. Spades and shovels are quoted: 1sts, 60 per cent.; 2nds, 55-2½ per cent.; 4ths, 45 per cent.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch	$3.80
Full Polished, 6-7 inch	4.95
Solder	32c-33c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	$3.45
Rope, Pure Manila	16c
Sheet Zinc	16c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.75
Lead Pipe:	
Coil,	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William	$2.25
Winnipeg	$2.60
Paris Green:	
1-lb. pkgs. (case lots)	25½c
Blue Stone, per lb.	7c
Window Glass:	

	Sgle.	Dble.
Up to 25 in.	$6.25	$9.00

WINNIPEG.

WINNIPEG, April 29.—Business is quiet this week, this being apparently due to the fact that farmers are very busy on their land, finishing seeding. When this work is once completed—and it is very near completion now—it seems likely that there will be considerably more activity in the towns. Still price changes are coming with considerable frequency. Perhaps the most important to be struck this week is that with relation to iron pipe, but a number of other lines have been affected.

Linseed Goes Up 2 Cents.

It was stated a little time ago that linseed oil, owing to the peculiar position whereby the profit which used to come from the by-product of linseed cake has been entirely lost, will likely rise in price rather than decline. Such an advance has already come, oil having moved up this week to 95c for raw and 98c for boiled. There seems nothing to look for but a strong market with little or no chance of reductions and every chance of further advances.

An advance of minor importance relates to Borax, which has moved up 1½ to 8c per lb. This will be of importance to those supplying blacksmith shops.

Clippers on Higher Scale.

Stewart clippers have been advanced, these now being quoted at 17½% off the Canadian list in place of the old quotation of 25% off.

Paris Green up 2 Cents.

In Paris Green also there has come a change, the advance probably being due to the general rise in copper. In 100-lb. drums Paris Green is now selling at 23¼c in one-lb. pkgs. (case lots), at 25½c. and in ½-lb. pkgs. (case lots), at 27½c.

Pipe Changes.

The change in iron pipe, both black and galvanized, is more in the nature of an adjustment than an actual price change. Some lines remain at the quotations formerly struck. Other sizes are quoted higher now, while still others are upon a lower basis. It seems a case where the sanitary engineering trade and the hardware trade have gotten together to make their prices more standard.

The new quotations are as follows:

	Black.	Galvanized.
¼-inch	$ 2.65	$ 3.85
⅜-inch	2.70	3.90
½-inch	3.40	4.70
¾-inch	3.85	5.65
1-inch	5.75	8.15
1¼-inch	7.80	11.25
1½-inch	9.30	13.50
2-inch	12.50	18.00
2½-inch	19.80	28.80
3-inch	25.65	37.80
3½-inch	31.05	45.00
4-inch	36.90	53.10
4½-inch	45.00	63.00

Shot still continues at the high prices quoted a fortnight ago. Loaded shells are much stronger this week, having advanced 10%. This is undoubtedly due to the scarcity of all products used in manufacturing.

The stove trade seems to be improving considerably as the spring advances. There is, however, nothing very striking to report in this connection. The same is true of the paint business. From the country orders are very satisfactory, and even from the city there has been an improvement in the demand.

INSPECTION OF WHITE LEAD.

(Continued from page 48.)

per cent. of the collection, consists of material sold as white lead, and containing amounts of barytes varying from about 25 to over 90 per cent. Thirty-two of these samples contain over 50 per cent. of barytes. All of these are sold as white lead, although it is true that none of them claim in so many words, to be pure or genuine. I have marked them, in the table, as containing barytes, without declaration. Ten other samples contain no white lead.

Three other samples are found to contain no lead; but although invoiced by our inspector as white lead, and apparently sold as such, examination of the label shows that these samples are not named white lead, but as zinc white, colonial white, or American white. They must, therefore, be regarded as genuine. Thirty samples sold as white lead are found to be true to name. The results may be synopticized as below:—

	Samples.
Genuine, as being white lead ...	30
Genuine, not being labelled white lead	3
Questionable, as containing barytes or other cheaper substance while sold as white lead	71
Total ... .104	

In connection with this subject, the following citation from Lunge and Keane's "Technical Methods of Chemical Analysis," Vol. III., p. 917, may be put in evidence:—

"Since technically pure white lead is too expensive for many industrial purposes, it is treated with white "fillers."

As long as these adulterated qualities are described as such, no objection can be made against them. It must be taken for granted that the comparatively low covering power of these qualities is known. Two methods are in use for denoting these products: special names, or distinguishing appendices (numbers, letters) to the name "white lead." Included in this group are the commercial varieties; Venetian white, which contains equal parts of white lead and heavy spar, or "blanc fixe:" Hamburg white which contains 1 part of white lead and 2 parts of heavy spar; and Dutch white, which contains 1 part of white lead and 3 parts of heavy spar. According to the second method of designation, the technically pure pigment is described as white lead "pure," and the adulterated varieties are denoted by numerals I, II., III., or 1st, 2nd, etc."

The method of distinction above named would undoubtedly serve the purose of informing the initiated as to the true composition of the article. But it cannot be claimed that the public generally would be much wiser on being told that the sample offered was white lead number 1 or number 2. The word mixture or compound would seem to be more to the purpose; but honesty requires that the presence and amount of barytes, or other ingredient, should be plainly stated on the label.

In view of the explanations made in the earlier part of this report which seem to dispose of any suspicion of intentional fraud on the part of the manufacturers or dealers; the chief analyst respectfully commends to the consideration of the department the following propositions:—

1. That no action be taken in the case of samples herein reported.

2. That section 38 of the Act be deleted, or so modified by revision, as not to conflict with the fundamental principle of truth to name.

3. That the name white lead on the label of any package shall be understood to mean that white lead as defined in schedule 4, is contained in such package, unless the word compound or mixture is plainly printed on such label; or the actual content of the package is specifically declared."

The bulletin gives the names of vendors and manufacturers of the lead purchased by the inspectors and the results of the analysis.

PRACTICAL COURSE OF SHEET METAL WORKERS.

(Continued from page 40.)

an eavetrough round the base of a roof hip.

If there are both inside and outside mitres required, all of which are square, or 90 degrees, they can be procured by careful cutting as shown in Figs. 1 and 2. To make an outside mitre, two pieces of pattern, Fig. 1, would be needed. And to make an inside mitre, it would take two pieces of pattern, Fig. 2. Thus it will be seen that if there is sufficient material left on each pattern the four pieces will make one inside and one outside mitre.

Paint Department

Inspection of White Lead

Inland Revenue Department Issues Report on the Inspection of White Lead in Oil in Small Packages—Small Percentage of the Samples Tested Was Found Genuine.

THE Inland Revenue Department, Ottawa, has issued a report on the inspection of white lead as sold in small packages.

The collection was made in May and June of last year, and was consequent upon repeated complaints having been made to the department that substitutes for White Lead were widely offered for sale under names which did not correctly describe them, or give the purchaser to understand that he was buying another article than white lead. Most of the samples now reported were purchased in one-pound tins, this being the usual mode of selling the article as complained of. The report says in part:

"The sale of substitutes for an adticle which like white lead, is employed for many uses in the arts, cannot condemned, except where fraud or deception are in evidence. The chief use to which white lead is put, is as a paint material; but subsidiary uses are as a lute in joining pipes; as a whitener in putty; as a filler preparatory to painting; as a lubricant and fixative in dowelling, etc. It would appear, from evidence which has been furnished that it has become customary to regard the article when put up in one and two-pound tins, as intended for these subsidiary uses. White lead, intended for use as a paint material proper is seldom purchased in smaller quantities than ten pounds, and it has come to be accepted that the small package is intended to subserve a purpose for which a cheaper material may be even better suited. The name "White Lead" is retained, not for purposes of deception, but from established custom, and the change in character of the article, has been a gradual one, proceeding from a small substitution of other substances for carbonate of lead, to the total replacement of lead by sulphide of zinc, barytes, and other material.

Growing out of recognition of the facts, as stated, it has become customary to distinguish between white lead and pure, or genuine white lead; a distinction entirely at variance with the fundamental principle of the Adulteration Act, which requires that every article shall be true to name, unless specifically labelled to show that it is a compound, mixture or substitute.

The fourth schedule to the Adulteration Act defines dry white lead as follows: "Basic carbonate of lead prepared by the corrosion of metallic lead." White lead in oils defined as "dry white lead ground in pure linseed oil, in the proportion of 90 to 92 per cent. of the former, to 8 to 10 per cent. of the latter."

This definition appears to be sufficiently explicit. They must, however, be read in connection with section 38 of the Act. (R.S. 1906), as follows: "Every person who marks, brands or labels any article or package containing any article mentioned in the first column of the fourth schedule to this Act, with the word pure or genuine, or any word equivalent thereto, or sells or offers or exposes for sale any such article or package, unless such article, or the contents of such package are pure within the meaning of the second column of the said schedule, shall, for every violation, be liable to a penalty not exceeding one hundred dollars."

It is apparent from the results of this inspection that manufacturers and vendors of white lead, in admixture with barytes or other substances, have proceeded upon the assumption that they did not render themselves liable to penalty by labelling such mixtures as white lead so long as they did not describe it as pure or genuine; and it must be confessed that section 38 seems to afford some basis for such an interpretation. As already pointed out this interpretation is however entirely at variance with the fundamental principle of the Act, which demands, that the purchaser of any article shall be supplied with the thing he demands, and that he shall be made aware, by the label, or otherwise, of the nature of the article supplied to him. This is made clear, so far as foods are concerned by section 3, which states the conditions under which food shall be deemed to be adulterated, within the meaning of the Act. Sub-section (b) defines as adulteration, the substitution of any inferior or cheaper substances, wholly or in part, for the articles demanded. This is modified by Section 24 (d) which permits the sale of mixtures or compounds, if these are distinctly labelled in accordance with the facts.

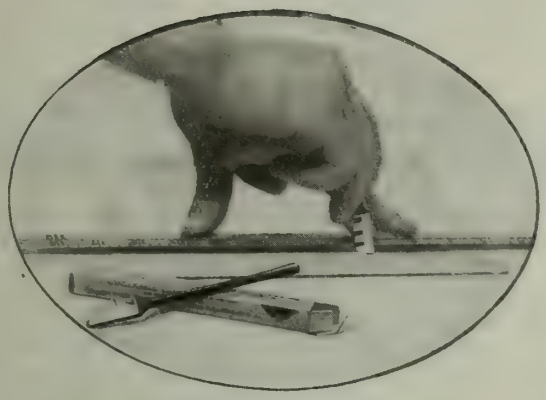
Although section 3, applies specifically to foods, it is reasonable to infer that the principle of explicit and truthful declaration is intended to apply as well to the articles named in schedule 4, as to foods. In other words; just as when an article is sold as pepper or coffee or butter, it is required to be pepper, or coffee or butter, unmixed with foreign matters, so an article sold as white lead, should be simply white lead and not a mixture of white lead with barytes or other cheaper substance. It should not be necessary that the purchaser ask for pure pepper; his demand for pepper assumes that pure pepper is wanted, and requires that pure pepper be tendered. So it should not be necessary to ask for pure white lead, in order to receive such article. A demand for white lead should be sufficient, and if a mixture of white lead with barytes is offered, the article should be labelled in such a way as to show that barytes is present; or at least to show that a mixture, and not simply white lead is offered.

If, in the light of section 38 of the Act, it is not sufficiently clear that the sale for white lead of a mixture of white lead with barytes, or other cheaper substance constitutes adulteration, then it is evident that the Act must be amended in such a way as to make the matter quite clear. It is certain that purchasers of white lead are continually deceived in being induced to believe that they buy genuine white lead when they are really supplied with a mixture containing 50 per cent. or more of barytes; or, in some cases, containing no lead at all.

Sixty-one samples, or more than 58

(Continued on page 47.)

MILLERS FALLS TOOLS



Cuts Clean and True

—and cuts to a depth that insures a perfect break—no skips—no shallow cutting. Your customer will see in a minute the quality of this new line of

MILLERS FALLS GLASS CUTTERS

Backed by the reputation of all Millers Falls tools for durability and reliability. Fitted with Millers Falls "Perfect Cutting" Wheels of just the right hardness, and the right edge for clean cutting and long service and requiring only the lightest pressure. Scientifically tested, two tests to each wheel; they cannot vary.

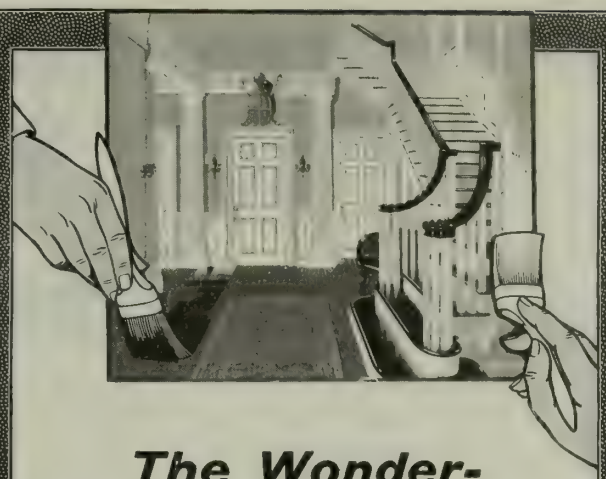
Made in eleven different styles. No. 7—illustrated herewith — has iron handle, polished cutter head, single Millers Falls "Perfect Cutting" Wheel, each cutter packed in an individual box and retailing at an attractive price. No. 300 has hardwood handle, stained and enameled; nickeled head with six removable Millers Falls "Perfect Cutting" Wheels. Write now for folder showing this new line complete.

Other Quick Sellers of Millers Falls Make

You should carry in stock Breast Drill 200, Hand Drill 1980, Extension Bit Holder 6 and Hack Saw 1027 —all new tools of Millers Falls make with improved features that satisfy a recognized demand.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

The Millers Falls exhibit at the Panama-Pacific Exposition is in Block 26, Avenue D, Mfrs. Bldg. Don't fail to visit it while at the Fair.



The Wonder-Working Finishes

Liquid Granite

Lasting Waterproof Floor Varnish

The work of a good floor varnish is two-fold. It should both protect and beautify the surface it covers. Liquid Granite has been doing this two-fold work in homes and public buildings for over half a century. Its lustre enhances the beauty of natural woods and its extraordinary toughness defies the effects of water, weather and hard wear.

White Enamel Luxeberry

Whitest White—Stays White

The same qualities of toughness and elasticity that mark Liquid Granite also distinguish Luxeberry White Enamel. And whether you prefer a finish of porcelain-like brilliancy or dull ivory in tone Luxeberry produces a surface that shows no trace of brush marks and refuses to crack, chip or turn yellow no matter how hard the wear.

You can assure your customers certain satisfaction and yourself sure profits by supplying these well-known brands. If you are not now handling Berry B others' products, write for our dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario (51)

Weekly Paint Markets

MONTREAL.

MONTREAL, April 29.—There have been few changes of importance—that is of importance in relation to the unsettled conditions existing—in the paint trade this week. The fact is that from the makers the impression is gained that they have been too busy filling orders to give much attention to the price lists, except to check up the staple lines. Following the general advance in the base prices, to which full reference has been made, there have, of course, been changes more or less general in varnishes, enamels, and miscellaneous products, but these have been largely in accord with individual policies and it is not considered possible that the market will return to anything like a normal state while the war conditions continue.

The spring rush with the country orders has been accentuated by the fact that the season is about ten days in advance of the usual, while the advance in prices and continued buying on the hand-to-mouth basis has prevented the clearing of the decks. Makers report rushing conditions and the oil refiners find confirmation of a strong demand in the consumption of their product.

However, taking the situation as a whole, business is not considered as being quite up to last year. The rush is due to the country demand, which in Eastern Canada, is somewhat brisker than it was last spring, but this does not fully offset the slackness in the city business and the falling-off of industrial consumption, while Western Canada improves, but slowly.

The recent advance in prices has not checked buying to any noticeable extent, although the present demand may not continue. It is indicated that the trade generally adhered to the close buying policy which has been in vogue for some months and this has resulted in continued ordering following a pace behind the seasonable public consumption.

Linseed Oil.—The oil situation remains much as a week ago, with quotations firmly maintained by crushers in view of the strength of the flax market. Deliveries to the city paint trade are heavy. The spread in the market between dealers continues as a week ago, with one house still quoting 80c and 83c as a basis, while 88c and 91c is the top of the market.

	Raw.	Boiled.
1 to 2 barrels	81-88c	84-91c
3 to 5 barrels	80-87c	83-90c
6 to 9 barrels	79-86c	82-89c
10 bbls. and over ...	78-85c	81-88c

Gasoline and Benzine—Early opening of spring has also helped the demand for gasoline, and deliveries have been fairly heavy, while orders are also good. Prices continue at 15c in drums and 14½c tank wagon.

Turpentine—The turpentine situation continues very firm, with steady prices. Some dealers are quoting under the refiners on the strength of stocks secured before the recent rise. The range is as follows:

	Per gal.
½-bbl. lots	70-72c
1-bbl. lots	67-69c
2 to 4-bbl. lots	66-68c
5 to 10-bbl. lots	65-67c

Lead and Zinc—Deliveries of lead and zinc continue fairly heavy and prices are very firm. Lead is $8.95, with 30c advance for broken tons, and zinc is quoted about 14c in 25's.

Glass and Putty—The glass market continues ragged and unsettled with the last official price list continuing as the basis, although these figures are considered as being little better than nominal. Putty continues firm, but the demand is not heavy.

Dry Colors, Etc.—There is little change in the situation as regards dry colors, and the future is very uncertain, becoming daily more serious as the war continues without prospect of an early conclusion. Bright reds and other imported shades are only quoted on request and makers generally prefer to hold stocks for their own consumption. Some items are already being crossed from the catalogues by firms which have had to cease their manufacture.

TORONTO.

TORONTO, Ont., April 29.—The paint market has been rather quieter this week due largely to the reports recently received from the war zone. The seasonable weather, however, will soon improve conditions and create a better demand. The city trade is improving and a considerable quantity of paint is being purchased in small lots from hardware stores indicating that householders are not employing regular painters to the same extent as is usual but rather doing the work themselves. Conditions in the country districts are very satisfactory and prospects are exceptionally good for the coming season. There are no price changes of importance to note this week but the situation as regards dry colors has not improved and a further revision may be necessary on account of increasing cost of raw materials. Gasoline is moving freely but coal oil is dull. The glass situation is unsettled and a revised schedule of prices is under consideration. Collections are slow.

Linseed Oil.—Flaxseed is holding firm and crushers are maintaining prices. Local quotations are somewhat irregular for although 80c is being generally quoted one dealer is offering oil as high as 88c. The higher figure more nearly corresponds with the present price of seed but the limited demand is holding prices down. Stocks of cheap oil on hand are also tending to depress the market. The following prices are being quoted in Toronto.

	Raw.	Boiled.
Single barrels	80	83
3 to 5 barrels	79	82
6 to 9 barrels	78	81

Turpentine.—Stocks are light locally and buying is of a hand-to-mouth character. Prices, however, are firm and unchanged. In the South the market is firm, stocks are being depleted and the quantity of new turpentine coming in is light. The following prices are being quoted in Toronto. Single barrels, 73c; 2 to 4 bbls., 72c, and 5-gallon lots, 80c per Imperial gallon.

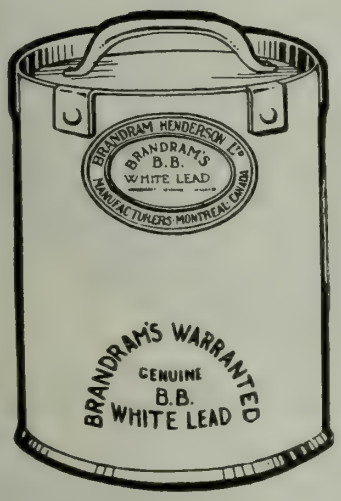
Dry Colors.—There is no improvement in the situation in dry colors which is still very unsettled. Some colors are becoming very scarce, making prices subject to fluctuation.

Gasoline.—The demand continues to improve and the market is firm. Gasoline is quoted at 18c per gallon.

Glass.—The situation continues very unsettled. The present list is generally considered to be unsatisfactory owing to the way in which the American manufacturers have arranged their schedule of prices. A revised list is being considered by local dealers but no definite announcement has been made.

A Chapter on White Lead

The Can And Its Con-tents



What is in the Can?

If it is as good as the can looks it is very good in-deed.

How neat that rich brown looks, with the Brass Embossed la-bel. What does it say?

"Bran-dram's B. B. Gen-u-ine White Lead!"

Pry up the lid—it's very white and very fine—that's what we like to see; there's nothing like it.

This is the famous Bran-dram's B. B. Gen-u-ine White Lead, well known in ev-ery quar-ter of the Globe.

The leading White Lead of the Bri-tish Em-pire.

The most ec-o-no-mi-cal be-cause it covers most and is most dur-able.

Made by the orig-inal Bran-dram pro-cess of corrod-ing.

By this process through pro-per matur-ing methods, the lead be-comes best fit-ted to meet all clim-atic con-di-tions with-out losing its elas-tic-ity.

This is the White Lead every-body is asking for to-day.

Are you prepared to supply the demand?

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30%; "Sovereign" Bulk Smokeless Powder, 30%; "Regal" Dense Smokeless Powder, 30%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., 89; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black Diamond, doz.		9 00
Samson single bit, doz.		9 00
Samson, single bit, handled, doz.		12 50
Samson double bit, doz.		12 50
Samson flooring axes No. 2, doz.		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal....0 18½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb

Springs, sheets, up to 20 gauge 0 33
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 14 70
Weighted, 20 lb., per doz.. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English		[illegible]
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Am., low	23 00	25 00
Fire clay (Scotch), net ton		6 50
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping. Per case

4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER. Montreal Toronto

Casting ingot, see weekly report		
Bars, ½ to 2 in.	25 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	23 00	29 50
Copper sheet, tinned 14x60, 14 oz.	25 50	
Copper sheet, planished, 14x60 base	31 00	37 50
Braziers' in sheets, 6x4 base	26 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 25
All bright, 52 sheets	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 25	5 25	5 25
20	5 50	5 50	5 50
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., 89; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

Working for your customers' interests helps your own!

By supplying a paint that is easily applied, looks well and wears well, you are laying a foundation for your own success—you are assuring yourself of repeat orders for paint and incidentally the sale of other goods as well, to the paint customer.



Jamieson's

PAINTS AND VARNISH

GIVE UNDYING SATISFACTION

You can rely upon them to get you the big share of the paint and varnish business in your community.

We give you the staunchest support in selling helps as well as in quality.

Write for proposition now.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base .	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single	
7 oz. ..	0 15¾	6 oz. ..	0 11½
8 oz. ..	0 17½	7 oz. ..	0 13
9 oz. ..	0 19¾	8 oz. ..	0 14½
10 oz. ..	0 21¾	9 oz. ..	0 16¼
12 oz. ..	0 22¼	10 oz. ..	0 18
15 oz. ..	0 32¾	12 oz. ..	0 21½
		15 oz. ..	0 26

Standard, Single Filled, 36-inch.
7 oz. .... 0 17 10 oz. 0 23½
8 oz. .... 0 19 12 oz. 0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle .	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Jowett's (English list) ...	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb	18½
Three bbls. and over	18

Toronto.

Any quantity, in bbls	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING).

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	4 45

HALTERS (SISAL).

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs	0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navvy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger, full set	2 75
R.W. No. 321, per doz. pr.	14 40
Stearns wood track. Special.	
zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—	
Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.
Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, $18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.
Chicago hold back screen door iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6.000), 45 per cent.
Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3 per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz.	2 40
Hoes, corn, doz.	4 56

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4. $6.25; toe weight steel shoes, all sizes, No. 1 to 4. $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10 p.c.
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots	9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated.	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common	
22 ft., each	2 64
16 ft., each	1 76
14 ft. each	1 54
12 ft., each	1 20
single ladders; sort nose, 1c per	
18 ft., each	1 96
20 ft., each	2 40
foot additional.	
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42. per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb., sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net).	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.



The paint worthy of its name.

About painting the front of your store with

TRADE MARK

CANADA PAINT

It makes a good ad. for your business, and is bound to bring in some profitable trade, not only in paint, but other lines as well. Dress a Canada Paint window, showing the attractive advertising features. Paint the store front—get busy at once. Put a card in the window drawing attention to the paint you use on your own property, and talk Canada Paint to every property-owner who comes into your store.

The electros we furnish free of cost, will get attention when printed in the local paper, showing your name. Newspaper advertising brings probably the largest return for the local dealer of any advertising medium. Mail us a postcard to-day if you want three or four newspaper electros.

Get after business and you will be agreeably surprised at the large quantity of Canada Paint your customers will buy these fine painting days.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES TRADE MARK **STAINS-ENAMELS LINSEED OILS**

It's a 'Repeater'

It's a 'Repeater'

THEY COME BACK FOR

MURESCO

"The Best Wall Finish"

The price is all right—dealer price and consumer price—but the great big advantage in selling Muresco is that

You Are Selling Satisfaction

Show your customers the beautiful tints on our sample color cards, and you will start a big run on Muresco, especially as it will not crack, peel or rub off. Muresco is something you can guarantee. Write for terms and discounts on quantities, and for folders, booklets and sample cards.

Benjamin Moore Co., Limited

Paints, Varnishes, Muresco

"MADE IN CANADA" **Toronto**

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75

Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2⅛ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount 45% off list.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English).... 7 50
U.S. Navy (English)..... 7 00
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¼ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 9c lb.
Brass, light, 7c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 12½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion. 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.
Size Black Galvanized
¼" and ⅜" ....$ 2 16 $ 3 18
½" 2 64 3 74
¾" 2 99 4 49
1" 4 42 6 63
1¼" 5 98 8 97
1½" 7 15 10 73
2" 9 62 14 13
2½" 15 21 22 82
3" 19 89 29 84
3½" 23 92 35 88
4" 28 34 42 51

Lapweld.
2" .....$ 11 10 $ 15 91
2½" 15 80 23 40
3" 20 66 30 60
3½" 24 84 36 80
4" 29 43 43 60
4½" 36 83 52 07
5" 42 95 60 68
6" 55 68 78 72
7" 76 16 104 72
8"x25 lbs. per ft. 80 00 110 00
8"x28 lbs. per ft. 92 16 126 72
9" 110 40 151 80
10"x32 lbs. p. ft. 102 40 140 80
10"x40 lbs. p. ft. 131 84 181 28

PIPE (LEAD).
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent.
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .....6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 27%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 14½
British Manila basis 12½
African hemp basis 12½
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
Basis (¾" dia. and larger).
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(63¼).. 4 10
No. 1375—3 ft. ...(66¼).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.
Wood, F.H., brass ... 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened ... 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. ...$5 00
Bench, iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box 6 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

TETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. gauge | Queen's Head | Fleur-de-Lis | Gorham's best best
16-20 .. 3 90 3 65 3 90
22-24 .. 4 10 3 75 4 10
26 ..... 4 35 4 10 4 35
28 ..... 4 60 4 30 4 60
Colborne Crown — 16-20 gauge, $3.70; 22-24 gauge, $3.90; 26 gauge, $4.15; 28 gauge, $4.40.

Apollo Brand. Montreal
14 gauge 3 40
16 gauge 3 40
18-20 gauge 3 60
22-24 gauge 3 70
26 gauge 3 80
28 gauge 4 30
10¾ ozs. 4 50

BELT PERFECTION



Stitched Cotton Duck Belting Makes Business

Trade comes with confidence. Why? Because "Maple Leaf" costs much less than leather, rubber or Balata belting; is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
Limited
HAMILTON CANADA

DU PONT

SPORTING POWDERS Are Dollar Makers

FOR DEALERS

WHY?

DUPONT, "bulk" or "dense" in Smokeless and DU PONT in Black

Spell economy in your ammunition stock because these guaranteed, world-known

POWDERS SATISFY ALL SHOOTERS

Tie your store to our national advertising campaign by stocking DU PONT POWDERS—the choice of field and trapshooters

FOR POWDER BOOKLETS AND TRAPSHOOTING CLUB ORGANIZATION HELPS WRITE TO DEPT. 429.

DU PONT POWDER CO.

Established 1802

WILMINGTON, DEL., U.S.A.

A LEADER THAT LEADS

JAS-PER-ITE

"Registered"

The Present-Future Varnishes

Sold only in sealed lithographed cans. Quality and durability guaranteed.

A CABINET ASSORTMENT

Contains the following:

Exterior Finishing	Floor Finish	Pale Hard Oil Finish
2-1 Gals.	2-1 Gals.	2-1 Gals.
2-½ "	2-½ "	2-½ "
4-¼ "	4-¼ "	4-¼ "
8-Pints	8-Pints	8-Pints
8-½ Pints	(NO ½-PINTS)	8-½ Pints
5½ Gals.	5 Gals.	5½ Gals.

TOTAL 16 Gallons.

A Large, Handsome Display Cabinet Free

WITH FIRST ORDER.

Manufactured and guaranteed only by

The Ottawa Paint Works

and

Ottawa Varnish Co., Limited

Toronto OTTAWA Vancouver
CANADA

TORONTO BRANCH:
153 Duchess St.

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45
Socket sc'ps.	50 and 5		45 and 5
Coal scoops	50		
Drain. tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand.	60		45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 8, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 28 cents.

SOLDER WIPING.
Acme 0 23
Commercial 0 25
Easy 0 24
Star Extra 0 27
Strictly standard wiping 0 27

SPELTER.
See weekly report.

STAPLES. Per cwt.
Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Ace, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Ordinary brands, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.

No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz. net	16 80

Common Galvanized.

No. 0, doz.	5 82
No. 1 doz.	7 13
No. 2, doz.	7 76
No. 3, doz.	8 86

	Per nest.
Nests of 3—0, 1 and 2.....$	2 38
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3....	2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr., work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots, 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Copper wire, 40%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure: 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). Per cwt.

Barb		2 60
No. 9, coil spring		2 40
No. 9, plain galvanized		2 35
No. 12, plain galvanized...		2 50
No. 13, plain galvanized...		2 60
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 16	3 50

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100	00
Favorite, 511E	57 75
Unexcelled 1041E	72 60
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	14 50	15 00
Part cask	15 00	15 00



The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

MADE IN CANADA

A. RAMSAY & SON CO., MONTREAL

48 Colborne St., Toronto, Ont. **167 Pender St., Vancouver, B. C.**

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY). Per lb.
Raw Umber 100 lb. keg.. 0 10
Burnt Umber, 100 lb. 0 10
Raw Sienna, 100 lb. kegs.. 0 10
Burnt Sienna, 100-lb. kgs.. 0 10
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs.. 0 04½
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 04
Yellow ochre, barrels 0 01¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.
Venetian red 1-lb. tins, pure 0 16
Chrome yellow, pure 0 24
Golden ochre, pure 0 15
French ochre, pure 0 14
Chrome green, pure 0 12
French permanent green, pure 0 16
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons. 0 08

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre 1 80

FILLER. Gal.
Luxeberry Enamel $5 00
Screen Enamel B.B. 1 65

GLUE. Per lb.
French medal 0 15
English common sheet ... 0 12
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 .... 0 13
Extra 0 16

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star	Double Diamond
Under 26	$6 50	
26 to 40	7 00	
41 to 50	7 40	
51 to 60	8 00	
61 to 70	8 75	
71 to 80	9 50	
81 to 85	10 50	
86 to 90	....	
91 to 95	....	
96 to 100	...	

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine	10 15	10 30
C.P. Co. decorat'ps pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephens' H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt.....	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste).
1 lb. pkgs., 100 lb. lots..$16 50
2 lb. pkgs., per 100 lbs.. 16 50
5 lb. pkgs., per 100 lbs.. 12 50
25 lb. pkgs., per 100 lbs.. 11 50
100 lb. pkgs., per 100 lbs.. 10 00
200 lb. kegs, per 100 lbs... 9 75
300 lb. pkgs., per 100 lbs.. 9 25
600 lb. casks, per 100 lbs.. 9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon
Sherwin-Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	1 85
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle...	1 70
Martin-Senour, 100% pure..	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City....	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color.....	2 25

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22¼
1-lb. pack., 100 case.	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks.....9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb.. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).
Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH. REMOVER.
Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls.	See weekly report.	

SLATING. Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B. $3 00

STAINS. Gal.
Oil, & Spirit, Berry Bros...$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

	Per gal.	cans
Liquid Granite .....$	3	00
Elastic Interior	3	00
Elastic Outside	6	00
Luxeberry, light	3	00
Luxeberry, white	5	00
Luxeberry, spar	4	50
Luxeberry, exterior	5	00
Dugloss finish	3	00
Carriage, No. 1	1	50
Excello	2	00
Mar-Not	2	70
Elastic Oak	1	50
Light oil finish	1	35
Gold sized japan	2	00
Baking black japan	1	35
No. 1 black japan	0	95
Crystal Damar	2	50
No. 1 Damar	2	25
Oilcloth	1	50
House painters' white jap...	1	95
Elastilite varnish	2	25
Copaline varnish	2	25
Granitine floor finish	2	25
Jamieson's floor enamel ...	1	75
Sherwin-Williams' KOPAL varnish	2	50
Canada Paint Co.'s SUN varnish	2	25
"Flint-Lac," coach	1	30
B. H. Ltd., "Gold Medal," cases	1	80
Dependon Lt. H. Oil Finish	1	55
Everlastic Floor	2	30
Elastica exterior finish	4	25
Flattine floor finish	3	00
Stovepipe varnish, ½ pints, gross	9	00
Pure white shellac varnish	2	15
Pure orange shellac varnish	2	00
No. 1 orange shellac varnish	1	85
Kyanize floor finish	3	25
Kyanize cabinet rubbing ..	3	25
Kyanize spar	4	25
Kyanize stains	3	25

WATER PAINTS.
Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkge. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.
XXX Extra 0 10¼
X Grand 0 09¾
XLCR 0 09¼
X Empire 0 08½
X Press 0 07¾

WASTE, COLORED WIPING.
Fancy 0 07⅞
Lion 0 07⅛
Standard 0 06⅜
Popular 0 05¾
Keen 0 05¼

WASTE, WOOL PACKING.
Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 07

WIPERS, WASHED COTTON.
Select White 0 09
Mixed Colored 0 06¼
Dark Colored 0 05¼

This list subject to trade discount for quantity.

WAX. Per lb.
C.P. Floor Wax 0 30
Old English Floor Wax . 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 38
Berry Bros. 0 45
Johnson's Floor, natural.. 0 38
Johnson's Floor, black .. 0 38
Anchor 0 33

WHITING.
Paris white 1 10
Plain, in bbls. 0 90
Gilders bolted, in bbls..... 1 00

ZINC (DRY).
Extra Red Seal, V.M..... 15
No. 1 Red Seal 15

ZINC IN OIL.
Pure, in 25-lb. irons 14-15
No. 1, in 25-lb. irons..... 9-10
No. 2, in 25-lb. irons..... 7- 8
Pure in Darmar Varnish. 0 25
Superfine 12 00

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



MADE IN MONTREAL

SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street & Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.

USE "MAPLE LEAF" BRANDS LINSEED OILS

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · GUARANTEED PURE LINSEED OIL

Our guarantee of absolute purity goes with every shipment.

THE
CANADA LINSEED OIL MILLS,
LIMITED

Mills at Montreal and Toronto

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $10.75; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40%; common, 70%.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅛ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 1½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅝, 50%; 7-16 and up, 40%.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅝, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewarts', 17½% off Canadian list.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz... 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.
Rim knot lock No. 600, $1.60 per dozen.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING.
Poultry, 40%.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Gal. Tin	vanized
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels. 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 25½c; ½-lb pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.85; ⅜, $3.90; ½, $4.70; ¾, $5.65; 1 inch, $8.15; 1¼, $11.25; 1½, $13.50; 2, $18.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.70; ½ inch, $3.40; ¾ inch, $3.85; 1 inch, $5.75; 1¼ inch, $7.80; 2 inch, $12.50; 2½ inch, $19.80; 3 inch, $25.65; 3½ inch, $31.05; 4 inch, $36.90; 4½ inch, $45; 5 inch, $53.10; 6 inch, $68.40.

PLASTER. Paris, per bbl., $3.75

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.55; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 16c base; British Manila, 13½c base; lath yarn, 10¾c base.
Tarred Marline Hanks, per lb., 26c.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball, $11.20.

SHEET ZINC.
Any lots, 16c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

STOVE PIPE.

	Rivet.	Paten'd
6 in., per 100 ft....	9 00	9 05
7 in., per 100 ft....	9 50	9 75

STOVE PIPE ELBOWS.
6 inch, per doz. 1 42
7 inch, per doz. 1 50
8 inch, per doz. 2 37

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.

TURPENTINE.
Per gal., barrel lots, 75c.

VARNISHES.

	Per gal.	cans
Carriage No. 1		1 75
Elastic Oak		1 90
Furniture No. 1		1 00
Gold size Japan		2 25
Turps, brown Japan		1 00
Crystal Damar		2 50
Oilcloth		2 25

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 80 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.
42½ per cent. off the list.

WHITE LEAD.
Decorators' pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B., $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRENCHES.
Stillson, 65 and 5% off.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

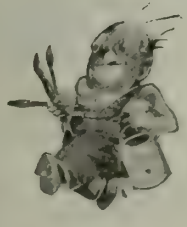
The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





Handle your Oils and Gasoline with the

Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.



It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

NAILS

NOW IS THE SEASON FOR OUTDOOR WORK AND NOW IS THE TIME TO USE BRIGHT, CLEAN, NON-RUSTING NAILS OF

ALUMINIUM

WIRE NAILS, CUT NAILS, CLOUT NAILS; WE CAN SUPPLY THEM ALL. JUST THE RIGHT THING FOR BOAT WORK.

THE
British Aluminium Co.
of London, England **Limited**
60 W. FRONT ST., TORONTO

Eastern Agents: Spielmann Agencies, Montreal.
Western Agents: Engineering and General Supply Co., Winnipeg.

McFarlane Ladder Works



River Street, Toronto, Can.

A Seasonable Line

Now is the time for a big sale of Extension Ladders. Our prices give you a big margin of profit.

Write for our catalog and prices on

Ladders for every purpose,
Verandah Furniture,
Household Woodenware
and Wash Boards.

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

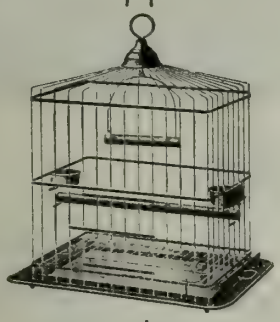
It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.
143 University Ave. -:- Toronto, Ont.



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.



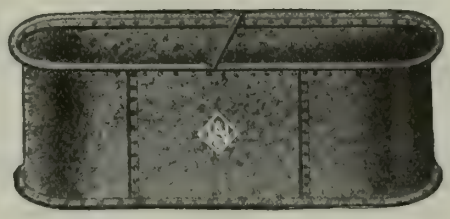


All kinds of WOOD Planes

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A

A condensed ad. in this paper will bring results from all parts of Canada : : : :

Galvanized Steel TANKS



Made in
All Sizes Any Style

Write for Catalog—Keep it Handy

Shipments made same day order received.

The Heller-Aller Co.
Windsor, Ontario

IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

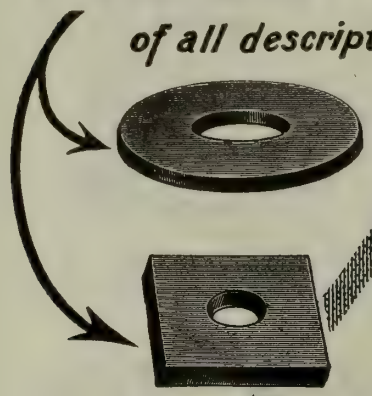
Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Our

Tiger Broom

50c.

is made to suit the most particular people. A real fine **Carpet Broom** on a **polished** handle.

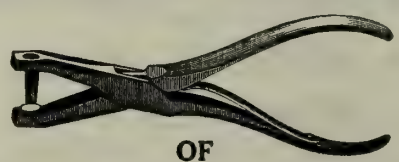
Try a sample shipment of our 35c., 40c., 50c. and 60c. lines. They will **please** you.

We make **Factory Brooms.**

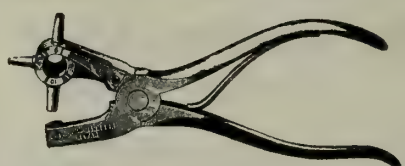
WALTER WOODS & CO.
Hamilton

ESTABLISHED 1830

THE QUALITY LINE



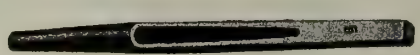
OF
SPRING and REVOLVING PUNCHES



SINGLE, FOUR and SIX TUBE



ALSO
SADDLERS' DRIVE PUNCHES



ROUND, SQUARE, AND OCTAGON SHANK
MANUFACTURED BY
WILLIAM JOHNSON
Hedenberg Works, Newark, N.J. Send for Particulars

Camp and Lawn Furnishings



No. 17—LAWN CHAIR

Made and finished in a way that instantly appeals to prospective buyers

This Lawn Chair adjusts to four positions. Hardware frame, varnished. Strong duck used for seat — colors green and red. Folds flat. Wrapped six in a bundle (3 green, 3 red.)

STRATFORD LAWN SWING, the best and strongest lawn swing on the market. Made from selected, well-seasoned hardwood stock. Made four-passenger only.

FOLDING CAMP STOOLS, CHAIRS AND COTS.

Write for 1915 Catalog and prices.



STRATFORD LAWN SWING

The Stratford Manufacturing Co., Limited
Stratford, Canada

Your copy is ready

Handy to handle.
Time and bother saving.
A complete selling index of 3,800 styles, sizes and finishes of

Red Devils

BETTER THAN NECESSARY TOOLS

Send to-day

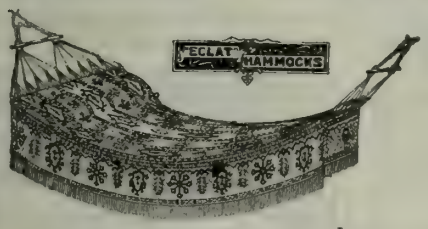
Smith & Hemenway Co., Inc.
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48 pages full of information!

MANUFACTURERS OF
"RED DEVIL" TOOLS
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More Hammock Sales With Less Effort



An easy proposition wherever

Hohlfeld Hammocks

are the line that's carried.

The harmonious blending of colors and the distinctive design invariably make Hohlfeld Hammocks sell on sight to people of critical taste.

The yarn used is the very best high-grade cotton, hard spun, containing the most tensible strength. Triple strength where the greatest strain prevails.

SATISFACTORY SERVICE.

THE HOHLFELD MANUFACTURING CO.
PHILADELPHIA, PA.



Ingersoll Opportunity

There is to-day, perhaps more than at any other time in the history of Canada, a general changing of conditions. While some lines of business have been completely upset, other lines are booming ahead as never before.

Bolster up your business with profitable specialties. Enterprising hardware men are realizing more and more that attractive specialties which sell easily and without bother are making their stores really profitable.

The popularity and ready salability of the Ingersoll Dollar Watch need scarcely be spoken about. The sale of over 4,000,000 Ingersolls a year testifies for those qualities better than words can.

Ingersolls fit in well with the lighter lines of hardware. Like cutlery, sporting goods, and automobile accessories, these low-priced watches are finding an ever-increasing sale in hardware stores.

The reason is because the classes of people who patronize hardware stores are the classes which use Ingersolls. Carpenters, mechanics, sportsmen and business men, as well as women and boys, all require the Ingersoll combination of accuracy, durability, and economy.

Gather in some of this trade by showing a display of Ingersolls. Order them from your wholesaler or direct from us.

The investment is small—the profit is big—and sure.

Robt. H. Ingersoll & Bro.

200 McGill St., Montreal, P.Q.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY P. SEYMOUR SHEARCO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.



Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
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STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

MYERS
PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
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JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
51½ Toronto Street, Toronto.
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BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Are You Represented in England?
There is a DEMAND for Canadian goods in the OLD COUNTRY.
We are open to represent GOOD CLASS CANADIAN FIRMS on Commission or buying Agency Basis.
We specialize in Engineers' Supplies, and should be specially interested in Extruded Metals.
Mail particulars of your manufactures to
HAMPTON & LEACH
Finsbury Court, Finsbury Pavement, LONDON, E.C.

A want ad. in this paper will bring replies from all parts of Canada.

Big Profit and Satisfaction in Selling



"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
Wholesale Dealers Sell Them

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Loucks, Ltd., Winnipeg.
British Columbia— McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

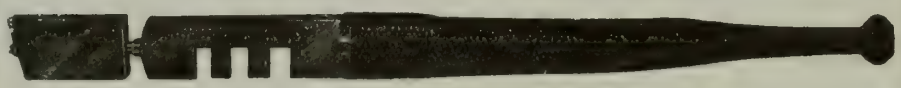
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

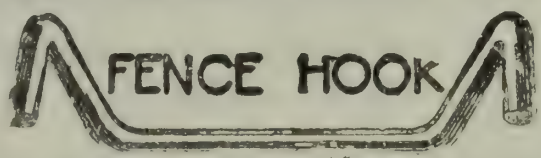
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

A Straight Talk From the Manager

The other day a large jobbing house told us that March had been a splendid month with them, and April promised to be the best in their history.

"How do you account for that," we asked, "when general business appears to be considerably below last year's level?"

The answer was: "*We have taken on some new lines.*"

Taking on a New Line

And that is the solution for many a hardwareman's business problem, just now. Under prevailing conditions he cannot hope to hold up sales in some of his staple lines. But there are a great many articles closely allied to hardware that he will find good sellers if a reasonable amount of energy is put behind them.

Just what new lines to take on is in itself a big problem. But the hardwareman who studies the advertisements in Hardware and Metal will find it greatly simplified. Manufacturers have long recognized that when they have a high-class new line suitable for hardwaremen, the best way to tell about it is in the advertising pages of Hardware and Metal.

In this very issue there are many new lines advertised. Don't neglect to study the advertising pages, and to write the advertisers at once for more detailed information on any lines that interest you.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED TO HEAR FROM OWNER OF good hardware store for sale. Send price and description. D. F. Bush, Minneapolis, Minn. (14)

TINSMITH WANTS POSITION—GOOD ON furnaces, troughing, cisterns, general bench work, clerking if necessary; married; good references. Box 231, Kindersley, Sask. (19)

TRAVELLER TO HANDLE WELL-ASSORTED line of stoves and furnaces between Toronto and Montreal and Toronto and Fort William, on a commission basis. Apply to Box 183, Hardware & Metal, Toronto. (19)

SITUATION WANTED—BY LIVE, CAPABLE hardware salesman, with fifteen years' first-class experience, position with Western retail or wholesale firm. Box No. 180, Hardware and Metal. (19)

WANTED — AGENCIES FROM PROGRESsive manufacturers for saleable electrical and allied hardware lines. Others don't reply. Can handle your goods to best advantage, having offices in Winnipeg, Regina and Edmonton. Don't procrastinate. Make your arrangements now with Houston & Co., Ltd., P.O. Box 773, Winnipeg. (18)

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

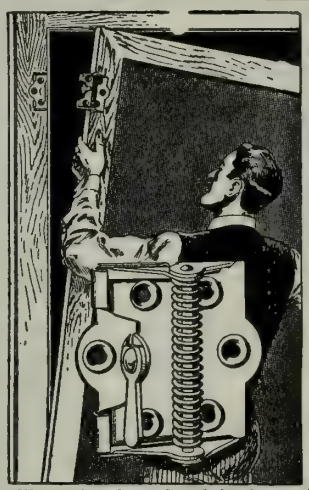
THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

A SEED DEPARTMENT
will add to your profits.
Kelway Langport England
grow and sell SEEDS OF ALL KINDS for Traders. Write to the actual WHOLESALE growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure LOWEST PRICES. Write TO-DAY.


JIFFY Detachable Screen Door Hinge
Patented
Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.
Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO
SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town .....Province .....

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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Chicago Spring Butt Co., Chicago.

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Soren Bros., Toronto.

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Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Consumers Cordage Co., Ltd.

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Corrugated Iron.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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McKinnon Chain Co., St. Catharines.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Cranes, Hand Power.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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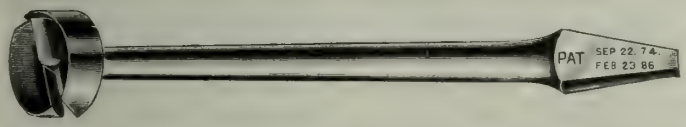
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MONTREAL



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Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



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makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUBLISHING CO.
143-153 University Ave., Toronto

NEW PURITAN REFRIGERATORS

at a price made to suit the 1915 Pocket Book

They're made of Hardwood, Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

FULLY GUARANTEED.

Their good value assures good sales and satisfied customers.



The Sanderson-Harold Company, Limited
PARIS, CANADA

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Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
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The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.

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MacKenzie Bros., Winnipeg, Man.

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Pratt & Whitney Co., Dundas, Ont.

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Peck, Stow & Wilcox Co., Cleveland, Ohio.
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Whitman & Barnes Mfg. Co., St. Catharines.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
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MacKenzie Bros., Winnipeg, Man.

Dustless Mops.
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Sheet Metal Products Co., Ltd., Toronto.
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Renfrew Electric Co., Renfrew.

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Ontario Lantern & Lamp Co., Ltd., Hamilton.
Tallman Brass & Metal Co., Hamilton.

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Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

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Smith & Hemenway Co., New York.

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G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

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Martin-Senour Co., Montreal.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
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Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.

Fasteners, Storm, Sash & Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

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Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

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Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

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Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London,

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.

Fishing Tackle.
Andrew B. Hendryx Co. ven.
Marble Arms & Mfg. Co., Gladstone, Mich.

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Scythes & Co., Toronto.

Flashlights, Electric.
MacKenzie Bros., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.

Flint Paper.
Jno. Oakey & Sons, Ltd., London,

Food Choppers.
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

Folding Tubular Steel Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
E. T. Wright Co., Hamilton.

Garden Cultivators.
C. S. Norcross & Sons, Bushnell, Ill.

Garden Tools.
Doust Specialty Co., Ltd., Toronto.
Eureka Planter Co., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

Gauges.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

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Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

Glass Cutters.
Smith & Hemenway Co., New York.

Glass, Ornamental.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

Glass, Sheet and Figured.
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Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.

Glaziers' Diamonds.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.

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Henderson & Richardson, Montreal.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Harrington & Richardson Arms Co., Worcester, Mass.
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Remington Arms-U.M.C. Co., Windsor.
Ross Rifle Co., Quebec.

Gun Implements and Oil.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saw Blades.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines.
Victor Saw Works, Ltd., Hamilton.

Hammers.
Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.

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MacKenzie Bros., Winnipeg, Man.
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F. E. Myers & Bro., Ashland, Ohio.
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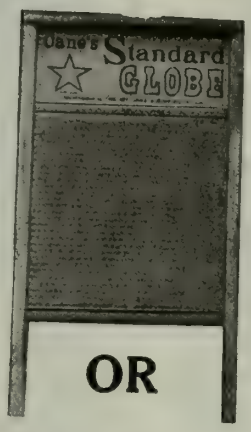
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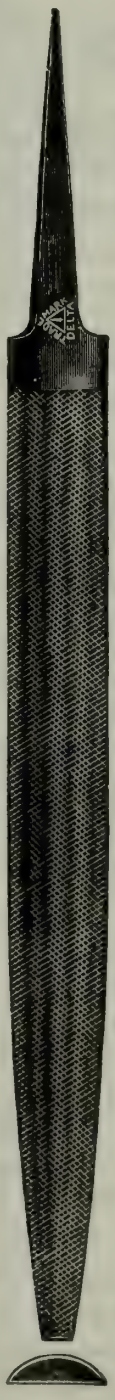
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G. F. Stephens & Co., Winnipeg.

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Soren Bros., Toronto.

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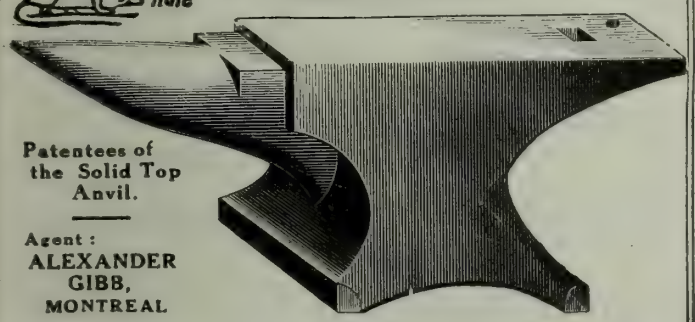
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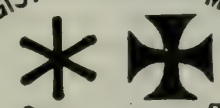
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Agent: ALEXANDER GIBB, MONTREAL



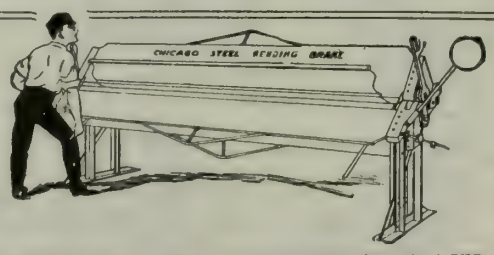
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For Heavy Pressure


For High Speed
Always reliable. Stocked by hardware dealers.
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This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.
Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**
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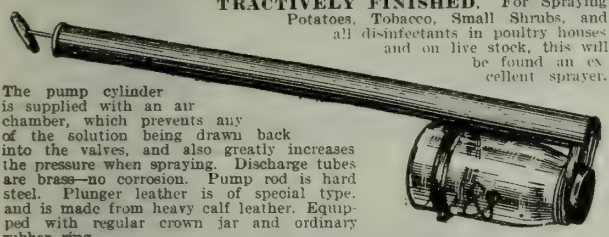


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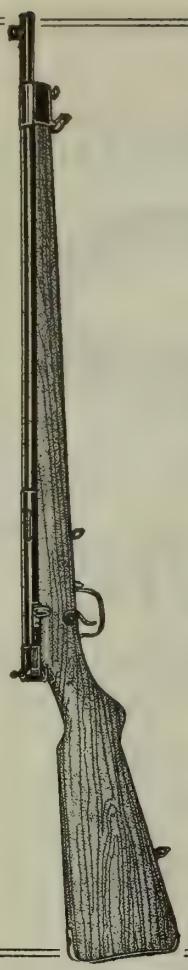
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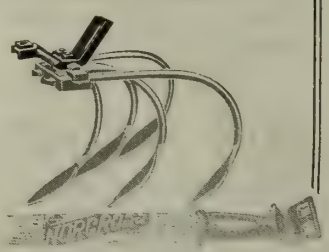
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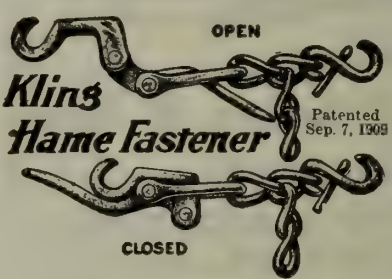
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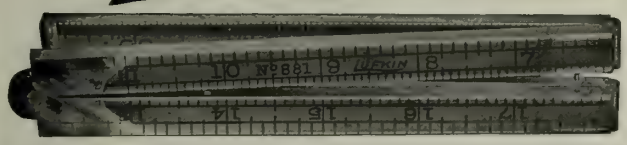
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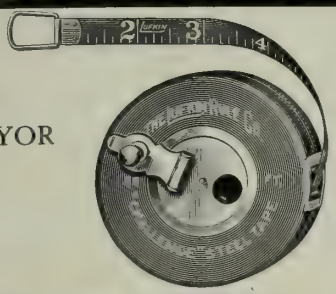
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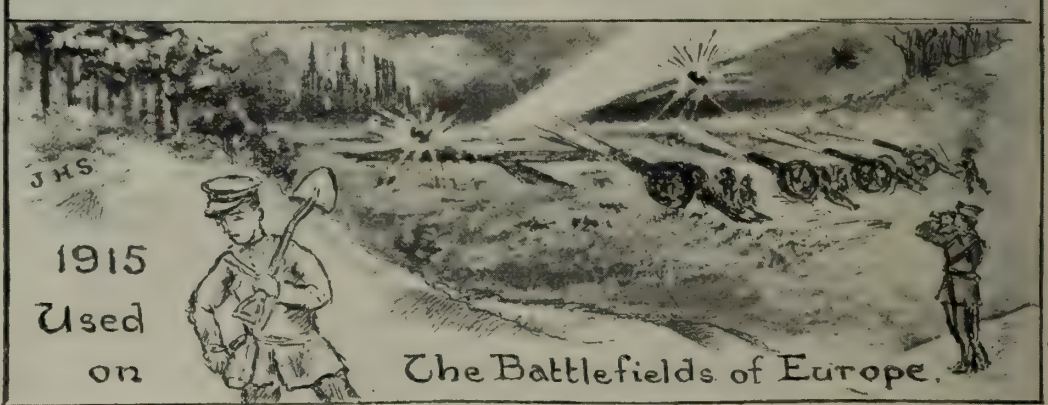
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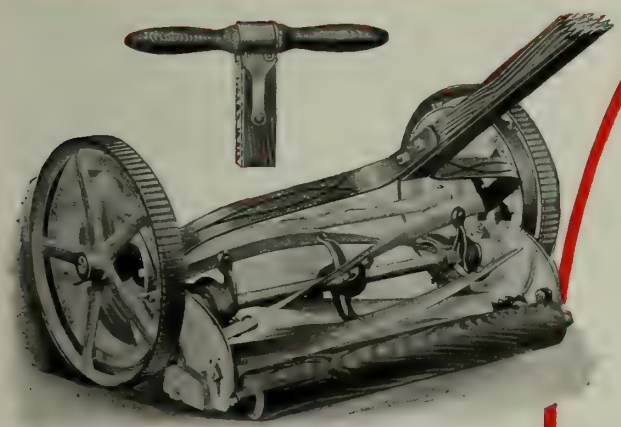
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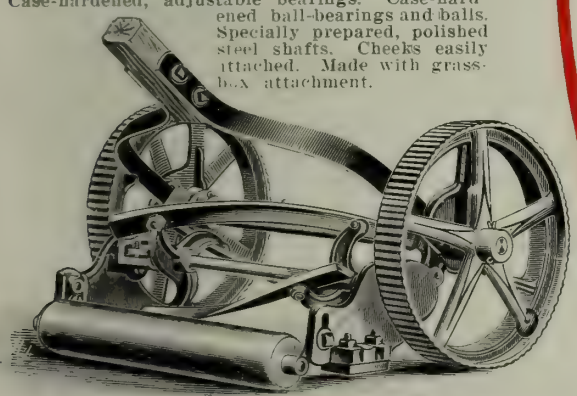
When you buy T.F. Mowers you buy CANADIAN-MADE GOODS—you keep Canadian workmen busy and YOU HELP YOURSELF, because you get extraordinary quality and you keep the money in Canada, which helps to better conditions and your business.

THE WORLD IS OUR FIELD.



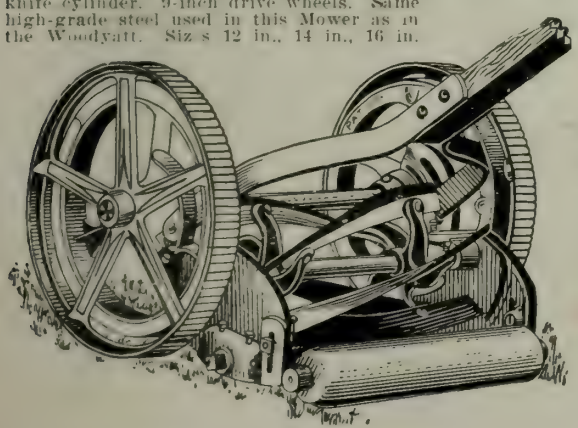
THE "EMPRESS"

Open four and five-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.



THE "STAR"

Cast steel knives, oil-tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple. Three and four-knife cylinder. 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt. Sizes 12 in., 14 in., 16 in.



THE "WOODYATT"

Open four and five-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.

The Taylor-Forbes Co., Ltd.

Head Office and Works:
GUELPH, ONT.

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

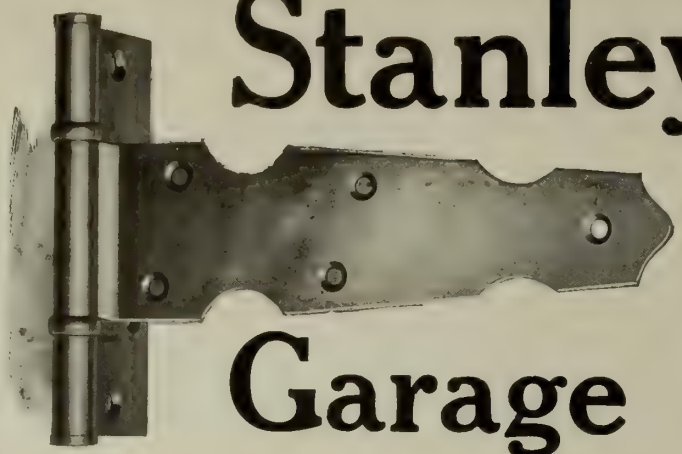
THIS GUARANTEE goes with every T.F. LAWN MOWER

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we INSIST on giving him a new machine or refunding his money.

Order from your Jobber

If he cannot supply you we will do so quickly.

Stanley Garage





Hardware

Everything for the Garage Door—Hinges, Holder, Hasps, Handles, Bolts

No. 1457 Ball-bearing Garage Hinges with 10 and 24-inch straps, permit closing the doors tightly.
Nos. 1458 and 1459 Ball-bearing Garage Hinges with 36-inch strap.
No. 1775 New Garage Door Holder. See illustration above.
No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked.
No. 1125 5 and 7-inch Shutter Bar. An ideal fastener for inside of large front doors on Garages having side entrance.
No. 1052 Heavy Cremone Bolt, in 7, 7½, 8, 8½ and 9 ft. lengths.
No. 1055 10-inch Chain Bolt. Reversible and with 5 ft. or 24-in. Chain.
No. 1056 New 10-inch Foot Bolt to match the Chain Bolt.
No. 1252 Extra Heavy Thumb-Latch—New.
No. 1245 Padlock eyes in three sizes: No. 1, 1⅝ x 1 5-16 inches; No. 2, 2⅛ x 1⅞ inches; No. 3, 2¾ x 2 3-16 inches. These padlock eyes may be used with No. 1252 Extra Heavy Latch.
Nos. 1265 and 1257 Heavy Handle or Pull.
All made from Stanley Wrot Steel in japanned or rustproof "Stanley Sherardized" finishes. Ask your jobber or write us for information.

Visit our booth when at the Panama-Pacific Exposition in Palace of Manufactures, corner of 5th St. and Ave. D

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.
NEW YORK CHICAGO

Canadian Representatives:
A. Macfarlane & Co., Coristine Building, Montreal

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

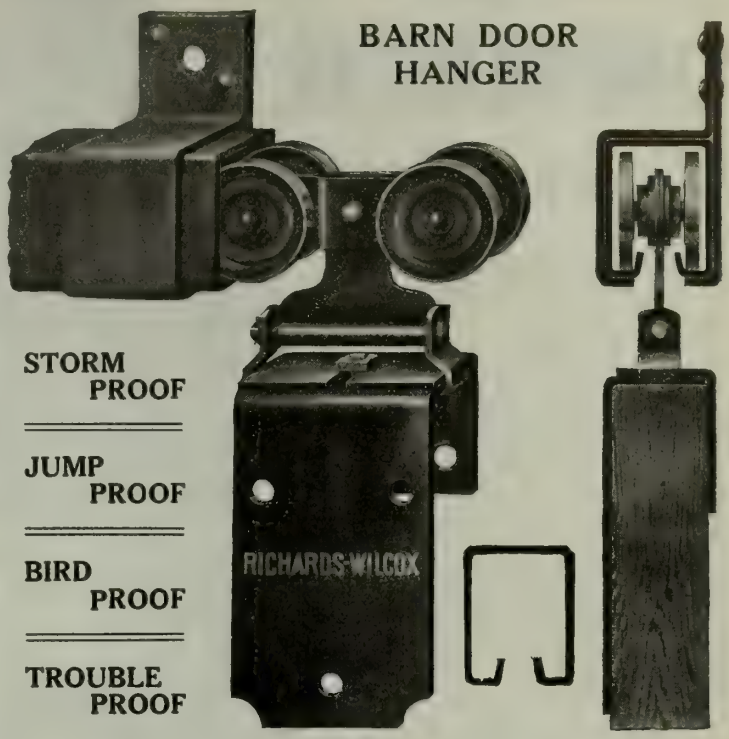
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

CANADA'S VERY BEST

BARN DOOR HANGER



STORM PROOF

JUMP PROOF

BIRD PROOF

TROUBLE PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.
Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

It is coiled double.
It is self-tightening.
Nails can't slip in driving.

THE STANLEY WORKS
NEW BRITAIN, CONN.
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.
See Inside Front Cover

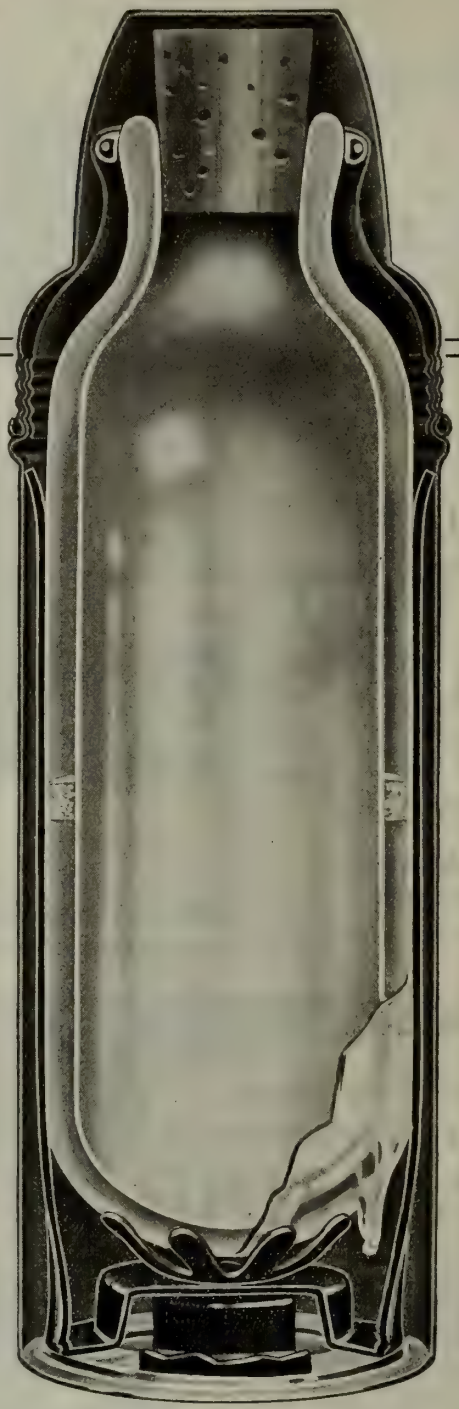


NOW is the time to sell **Corrugated Iron.** Ours is made of the best quality, evenly-coated galvanized sheets and is stamped instead of being rolled, making it absolutely straight and uniform.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

The UNIVERSAL Vacuum Bottle



Its Many Points of Superiority

By test and comparison shows the highest efficiency in the maintenance of temperature.

The filler is made from the best glass that can be obtained for the purpose and in actual tests shows the greatest resistance to breakage.

The support between the walls of the filler is the best thing yet devised for preventing vibration of the inner bottle.

The filler is supported in the case by a patented spring steel retainer and shock absorber which not only protects the sealing tip and base of the bottle, but by holding the bottle firmly in the outer case, protects the sides as well.

All models are of separable type with interchangeable parts and may easily be taken apart for cleaning or repair.

In the nickel-plated bottles the seamless, drawn brass case is of a heavier grade than is generally used. It receives a coating of copper before being nickel-plated, which gives it a superior appearance and more lasting finish.

The cases used in the lower-priced bottles are of extra strong material, finely finished.

UNIVERSAL Vacuum Bottles are the most sanitary in the world, as rubber or felt pads, cork rings and cement fastenings form no part of their construction.

Sectional View showing correct principles of construction.

NOTE—The support between glass walls preventing vibration of the inner bottle.

NOTE—The location of sealing tip at point where nothing can touch it when bottle is in case.

NOTE—The non-rusting spring shock absorber which supports bottle in the case, protecting both bottom and sides.

NOTE—The close-fitting gasket at neck of bottle which positively prevents entrance of liquid at this point.

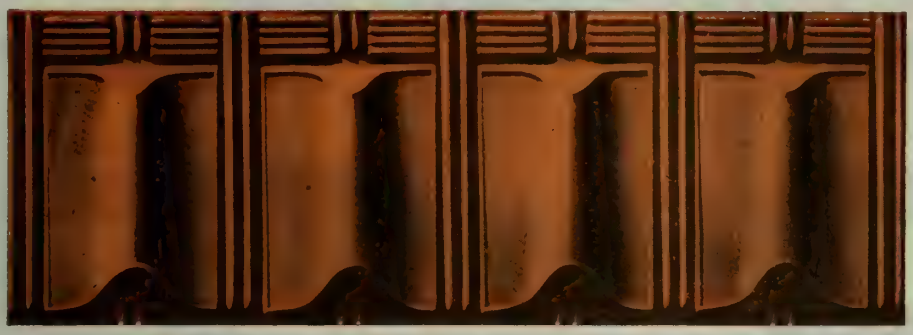
Extreme simplicity of construction, unusual strength, absolute cleanliness and unequalled efficiency are combined in the line of UNIVERSAL Vacuum Bottles and Accessories.

Prices $1.00 and upward.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

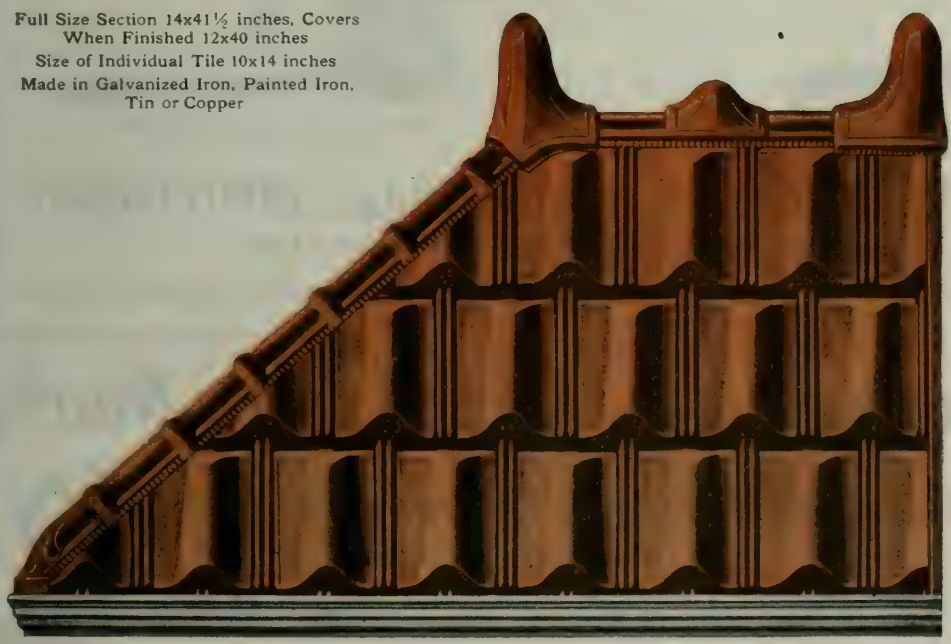
NEW BRITAIN, CONN., U.S.A.

SARNIA ART KRAFT SHINGLES



No. 4
WINIR" TILE

Full Size Section 14x41½ inches, Covers When Finished 12x40 inches
Size of Individual Tile 10x14 inches
Made in Galvanized Iron, Painted Iron, Tin or Copper



COMPLETE "WINIR" ROOF
Composed of "WINIR" Tile, Gable and Hip Finials, Cresting Blocks, Ridge and Hip Moulding and Hip End Finish
Made in Galvanized Iron, Painted Iron, Tin or Copper

"ART KRAFT" Metal Shingles will absolutely set your roof free from the expensive deterioration and objectionable limitations of wood shingles and actually cost less by comparison.

The first cost is the only cost—No repair bills.

Your investment is safeguarded and your roof satisfaction grows with the age of the building. In fact, we urge you to take these points into consideration when selling steel shingles to your customers.

We hope you will send at once for our bulletin on Sarnia "Art Kraft" Shingles, which explains in detail our shingle and its advantages over wood.

THE SARNIA METAL PRODUCTS CO., SARNIA, ONTARIO

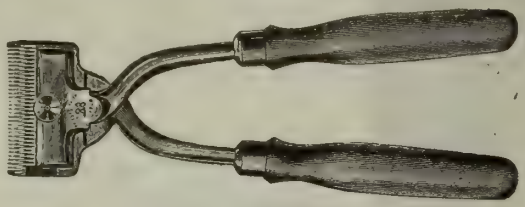
Makers of the Ford Metal Garage

PRIEST'S HORSE and TOILET CLIPPERS

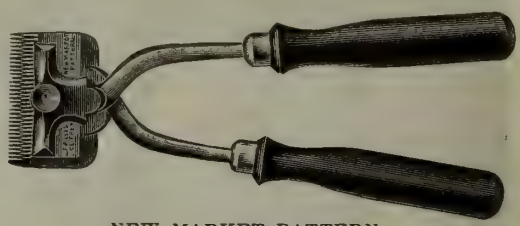
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

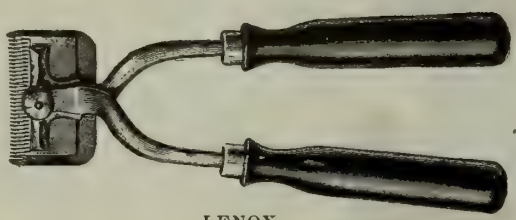
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

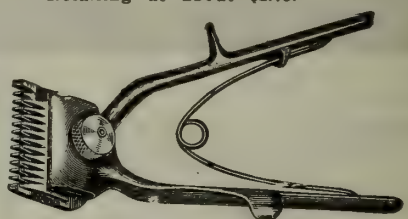


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



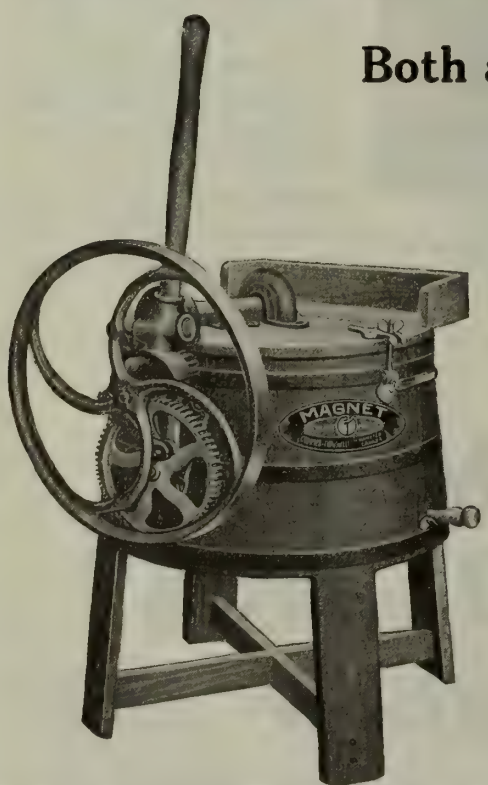
Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

New Machines with an Old Trade-Mark

Both are Cummer-Dowswell's



Always use C-D Wringers with C-D Washers. The Combination gives Unequalled Results.

The "MAGNET" is one of the easiest running and most convenient to operate hand washers of the many we have produced. It can be operated sitting or standing. The mechanism is attached to side of tub (instead of cover), and can be belted to either gas, gasoline, steam engine, windmill or electric motor power without any change to gearing. Cover can be lifted without removing belt or stopping power.

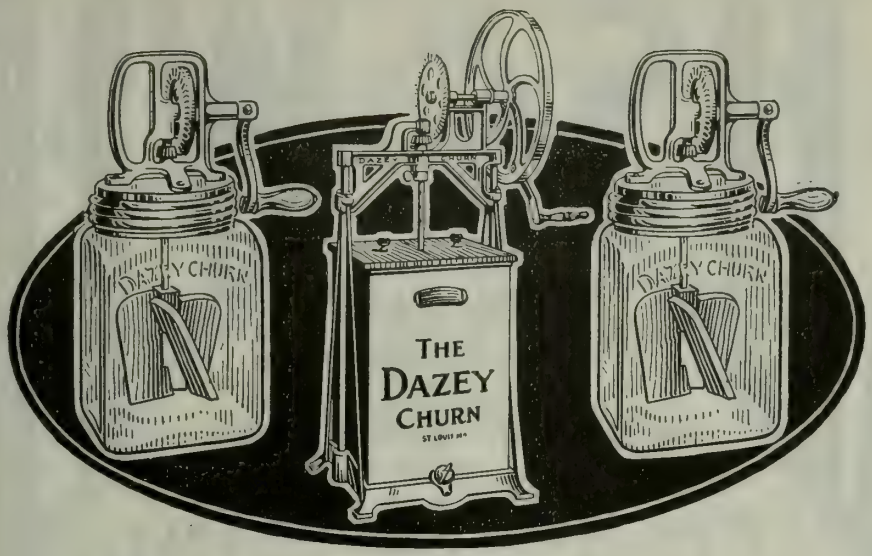
The "NEW CENTURY JUNIOR" is a swinging tub hand washer built on the well-known and time-tested NEW CENTURY principle, but without a rod up through centre, leaving nothing inside the tub but two rubbing boards.

Both have the same perfection in construction, materials, easy running and lasting qualities that have made our products known and used from Halifax to Vancouver.



CUMMER-DOWSWELL, Limited

HAMILTON, ONT.



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.

DAZEY CHURN & MFG. CO.
WARNE AND CARTER AVES.
ST. LOUIS, MO.

NAILS WIRE

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges

NAIL WIRE, RIVET WIRE

Straightened and Cut to Length

Wire Rods Steel Bars

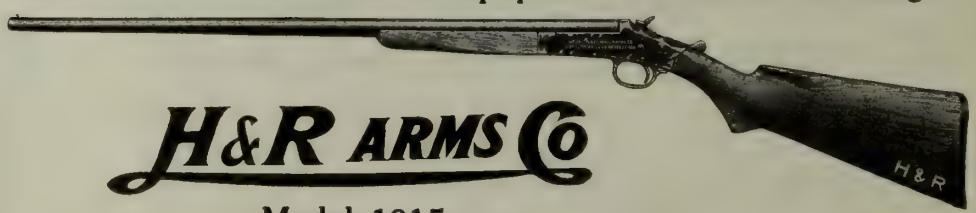
Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

The King's Plate

MADE IN CANADA

A Triumph in Plated Ware

An All Canadian Achievement

Any high standards that the name—The King George—may suggest to your mind are more than fully borne out by the superlative character of the plated ware thus named.

In design, in workmanship, in finish, the King George is an unreserved triumph—a triumph for Canadian skill and for Canadian capital.

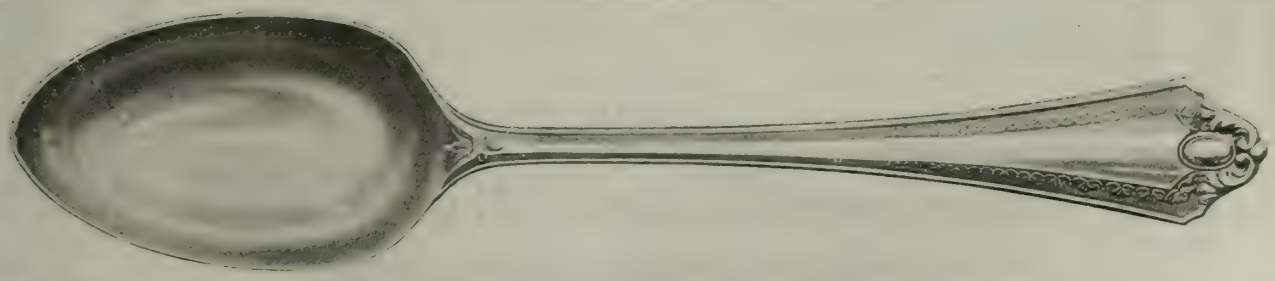
In comparison with the plated ware produced in Europe or the States, the King George, designed and made in Niagara Falls, Ontario, is not surpassed. Indeed, few lines can approach it in all-round excellence.

McGLASHAN, CLARKE CO.

LIMITED

NIAGARA FALLS, ONTARIO

The King George Pattern



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

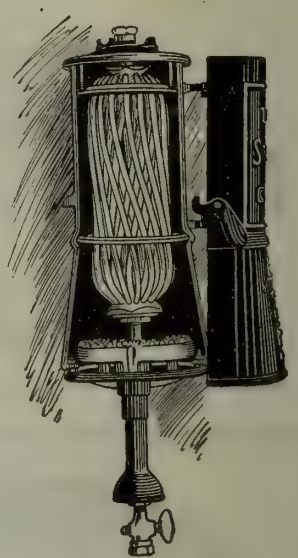
Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

Quick Hot Water at a Big Saving of Gas

ONE MINUTE AFTER THE

Stack Gas Water Heater



IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO

THE STEEL COMPANY OF CANADA LIMITED





BOLTS and NUTS

WROUGHT PIPE

"TIGER" WHITE LEAD

The Lead with the Spread



WOOD and MACHINE SCREWS



STEEL and IRON BARS

WIRE, WIRE NAILS, STAPLES, BALE TIES, PUTTY, SHOT, TACKS, BOOT CALKS, "INVINCIBLE" FENCING, LEAD PIPE, RIVETS



All our products guaranteed. Shipments prompt.



Sales Offices:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX



Shepard's "Lightning" Ice Cream Freezers

They excel in
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



They are
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

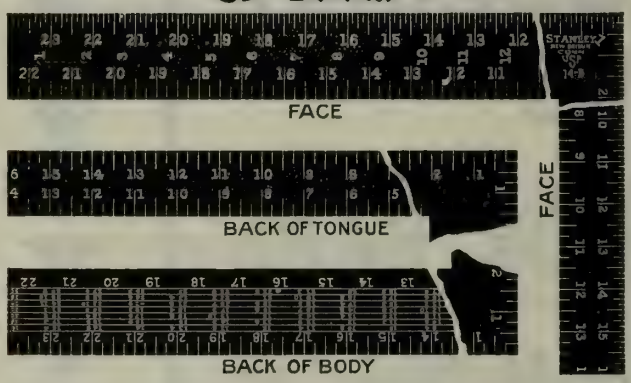
Have Automatic Twin Scrapers. Pails with Electric Welded Wire Hoops, guaranteed not to break or fall off. Cans of Heavy Tin Plate with Drawn Steel Bottoms, guaranteed not to leak or break.

Made in 9 sizes—1, 2, 3, 4, 6, 8, 10, 12 and 14 Quarts with Crank, and in 2 sizes only with Fly Wheel, 14 and 20 Quarts.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

Stanley Tools



Carpenters' Steel Squares—A New Stanley Line

Stanley Steel Squares are made with the same careful attention to detail and the same high quality of material and workmanship as distinguishes all STANLEY TOOLS.

Every square is weldless, or, in other words, made from **one** piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY appears on the face of all numbers.
New Britain
Conn
USA

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

BRITISH HERO SPOONS

WE are glad to announce to the Hardware Trade that we now have ready for immediate distribution

COMPLETE SETS OF BRITISH HERO SPOONS in Satin-lined Boxes to retail at $3.00 a Set.

The new sales plan under which we are distributing these complete sets of spoons gives the dealer a handsome margin of profit and makes it well worth while to place an immediate order.

To place this new proposition in the hands of every hardware dealer in the shortest time, we have prepared an attractive folder which outlines the entire sales plan, a copy of which we will be glad to send upon request. A postcard will do.

Note the illustration of the complete sets of spoons in the satin-lined case below.

CANADIAN WM. A. ROGERS, LIMITED

570 King St. West, Toronto **Western Salesroom—Winnipeg**



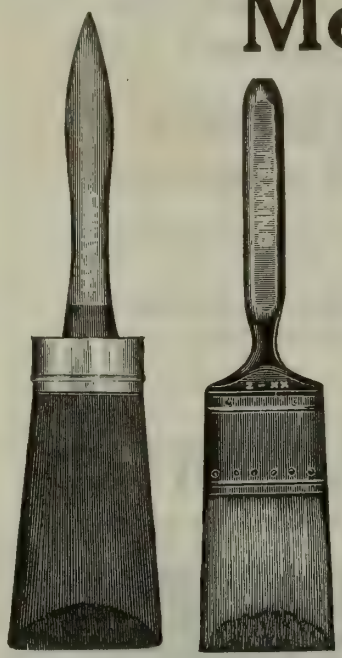
No Falling Bristles



Flexibility assures easy manipulation

Meakins Brushes

please the best of painters



They'll get you the "cream" of the brush trade

They are under the workmanship of experts from the selection of material to finished product—in Canada.

Send for our catalog — then order from your jobber. If he cannot supply you, we will do so, quickly.

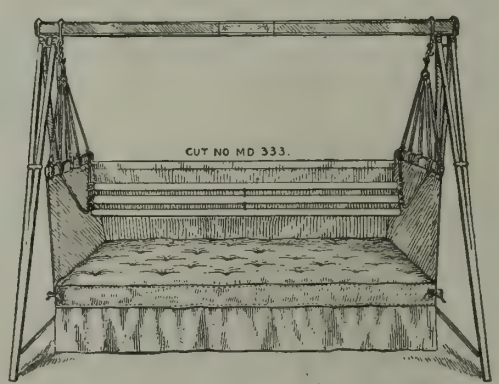
MEAKINS & SONS, Ltd.
HAMILTON, ONT.

Warehouses: **Winnipeg, London, Toronto and Montreal.**



THE PALMER'S PATENTED

HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES



New York Office:
55 Worth St.

Canadian Office:
200 McGill St., Montreal
R. N. Scott, Representative

Write for Catalogs and Price List.

THE I. E. PALMER CO.

ARAWANA MILLS **MIDDLETOWN, CONN., U. S. A.**

THE CANADIAN COLORS

are being carried to victory at the front





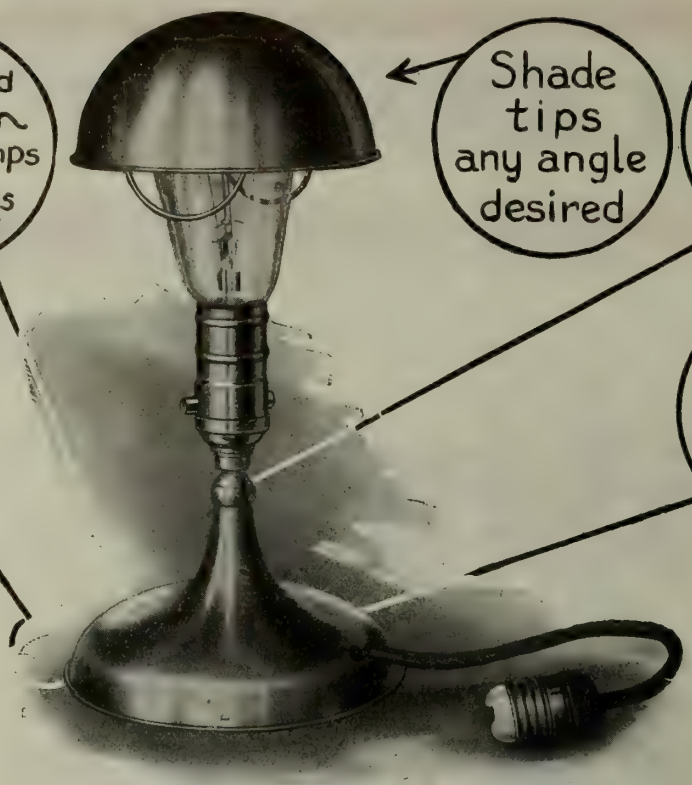
CANADIAN COLORS

are replacing all foreign colors at home





ALLAN MUNRO COLOR CO., LIMITED **MONTREAL**



Sell the Light with the Selling Points!—the NEW MODEL E

LEINDORF

$3.00 Portable Electric Light $3.00

There is a demand for a Real Portable Adaptable Electric Lamp—in every home or office building supplied with current.
There is a demand for the one BEST Portable Electric Lamp—the one with the most convenience-points—the LOW PRICE one—the one that meets ALL CONDITIONS.

That Lamp is the New Model E LEINDORF, $3.00

You see its features above—the features that make it stand *head and shoulders* above all other portable lamps on the market.

When you can easily sell a portable lamp with one or two of these features—think how easily you can sell the low-price (BIG-PROFIT) LEINDORF.

It fastens anywhere—chair backs, bed heads, doors, pianos, desks, tables, sewing machines, typewriters—ANYWHERE.

Beautifully and durably made of satin-finished brass, it's as artistic as it is useful.
HERE is your opportunity.

Send Coupon for Sample and Special Proposition

Tear out, fill out and send us the coupon. Get in touch with us at once regarding this quick-selling light with the six selling features. It will PAY you—ACT AT ONCE—Now.

DEALERS WANTED EVERYWHERE.

LEINDORF ELECTRIC LIGHT CO., Inc.
Candler Building, New York City

A. R. MACDOUGALL & CO.
Canadian Sales Agents 266 King Street West, Toronto, Ontario

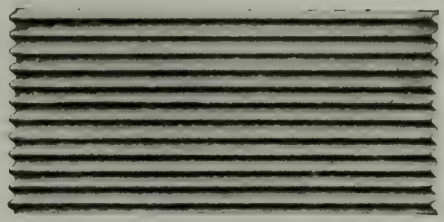
Send the Coupon—NOW!

A. R. MacDougall & Co., 266 King St. West, Toronto, Ont.
Send me promptly a sample of the Leindorf Portable Electric Light and Special Proposition to Dealers.

Name .....
Address .....
H. & M. 5-8-15

Send the Coupon—NOW!

Corrugated Iron



MADE RIGHT AND LAYS RIGHT
CORRUGATIONS DEEP, TRUE AND UNIFORM

Sundries that FIT

RIDGE CAP, HIP CAP, SIDE AND END FLASHINGS

Our corrugated sheets will line up straight with an entire absence of that tendency to "run" which is found in inferior makes.

"QUALITY FIRST"

Catalogue and Price List on request.

THE METALLIC ROOFING COMPANY, LIMITED

Manufacturers

TORONTO and WINNIPEG

I·XL RAZORS

Guaranteed Finest English Steel



No. 1000

"Conqueror"

$13.85 Dozen



No. 2000

"Peerless"

$14.30 Dozen

Hollow Ground

Fully Concaved

Gold Etched

Stocked by all the leading Jobbers

MADE BY

Geo. Wostenholm & Son

SHEFFIELD, ENGLAND

Canadian Representatives, A. MACFARLANE & CO., Montreal



The Fight for Durability

Chapter XIV.

There is no "let up" in the sheet mill in this fight for durability.

In heating the bars before rolling them into sheets perfect material may be ruined.

If a heavy scale is raised and afterwards rolled into the sheet, imperfection inevitably follows which hastens corrosion.

If carelessly rolled the sheet may come through buckled—dished—pinched and otherwise distorted.

If the rolling temperature is not guarded the sheets may stick in the pack, necessitating swording or a tearing apart, which again very greatly injures the sheet from a standpoint of durability.

Excessive cold rolling while leveling and smoothing out the scarred portions of the sheet is apt to cause hard spots—stresses and strains.

ARMCO IRON Resists Rust

A careful study and guarding against these causes of rapid corrosion would make a steel sheet last longer than one rolled in the usual manner.

It is the knowledge of these causes of defects in the finished sheet and their total elimination in the production of Armco-American Ingot Iron that insures its durability.

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis and Cincinnati.

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

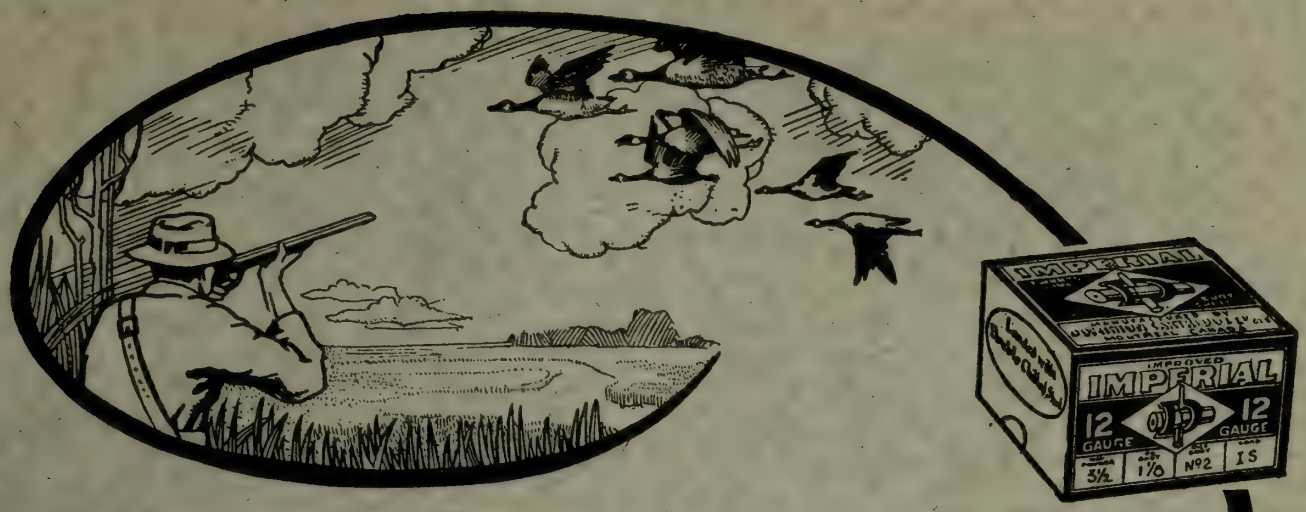
Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.





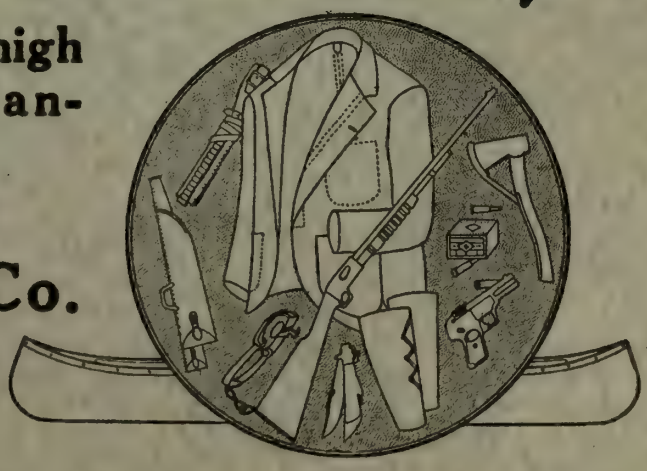
When you buy Ammunition

consider what effect the brand will have on the other hunting supplies in your stock.

Dominion Shot Shells and Metallic Cartridges

on your shelves bring sportsmen to your store and the result is sales of the full line of hunter's equipment. It's the quality of the Dominion Brand that accounts for its popularity. Unfailing accuracy, deep penetration and positive operation are some of these qualities.

Home-made goods of high standard appeal to Canadians.



Dominion Cartridge Co.

LIMITED

120 St. James Street, Montreal



"R-W" No. 100 Crackerjack

Jack Troubles End when the 'Crackerjack' arrives

MECHANISM.—Only one spring and that very strong. No small or delicate parts to get out of order. Fewer parts than any other. All working parts protected by 14 gauge steel body.

ACTION.—Eight strokes of handle will raise car three inches. (The ordinary screw jack requires 40 strokes to do the same.) Same motion for raising or lowering. When weight is off, the rack releases by tipping jack forward.

DETAIL.—Height at lowest point 10½ ins. Height at highest point 16¾ ins. Machine-cut rack, rotary cap. Every jack tested to 1000 pounds. Finish black enamel.

Retails in Ontario at $1.60 each.

3 MONEY MAKERS IN Auto HARDWARE for HARDWARE Merchants



Richards-Wilcox No. 297

SHOCK ABSORBERS

For Ford Automobiles

Will make the car ride easier, cut tire bills 25 per cent., and add years to life of the car. Cannot be injured by an overload, no caps to rattle or loose off. Has been thoroughly tested and meets with approval of all users. Their sensitiveness of action automatically absorbs jars and jolts, heavy or light, and prevents the rebound. Easy to apply. They take the place of the spring shackles and can be applied without removing wheels or tearing down axle.

Finish, Black Enamel. Weight per set 13 lbs.
Retails in Ontario at $8.00 per set of four.

The RIGHT time to PUSH these goods is NOW.



SAVE THE TIRES

By using a Set of

R-W 501 TIRE SAVERS.

They Pay For Themselves Quickly.

Car is lifted or lowered in twenty seconds—just one straight lift on each wheel. If used every night tire mileage is increased a third.

All steel, cannot crack. Leather-lined yoke prevents marring of hub.

Adjustable to fit any wheel up to 36 inches. Self-locking handle, cannot fly back.

Retails in Ontario at $4.00 per set of four.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

"The Hanger People"

IMPERIAL CARBIDE



A NEW AND BETTER CALCIUM CARBIDE

MADE IN CANADA

in the largest and most modern carbide factory in Canada.

Uniform quality—Highest gas yield.

Write for information to

UNION CARBIDE CO. OF CANADA, LIMITED

WELLAND, ONTARIO



"Chemically Correct" Line of Auto Accessories

SE-MENT-OL—Self-acting Radiator Cement
CARBONOX—Liquid Carbon Remover
SKALEX—Radiator Cleaner
BRASS-KOTE—Air-drying Brass Enamel
THERMITE—Anti-freezing Solution
NORWESCO—Auto Top and Lining Dye
NORWESCO—Retouching Lacquer
NORWESCO—Special Mohair Dressing
NORWESCO—Auto Top Dressing
NORWESCO—Ford and Small Car Painting Outfit
NEVER-BURN—Engine Enamel
NEVER-RUST—Rim Paint
TIRE-LAC—Tire Paint
NORWESCO ALUMINUM BRONZE—Engine and Radiator Paint
NORWESCO COLOR VARNISH—Special Automobile Varnish
GEAR-SILENCE—Quieting Lubricant
PIONEER—Clutch and Brake Compound
PIONEER—Valve-Grinding Compound
PIONEER—Prussian Blue
FIRE-FLY—Fire Extinguisher
SIL-VER-OL—Silver Plating Solution
KL-ENS-OL—Liquid Soap
PIONEER—Rim and Gasket Shellac
PIONEER—Automobile Body Polish
PIONEER—Tire Mica
DERMALENE—Pumice Hand Soap
SLIP-EASY—Tire Talc

"AUTO SUGGESTIONS"

Send us your name and address and receive this snappy little magazine regularly, free.

Name .....

Address .....

Sell the "Chemically Correct" Line of Automobile Accessories

Especially Sell

SE-MENT-OL

the original self-acting radiator cement

No accessory department is complete without it, and no hardware store is complete without an accessory department.

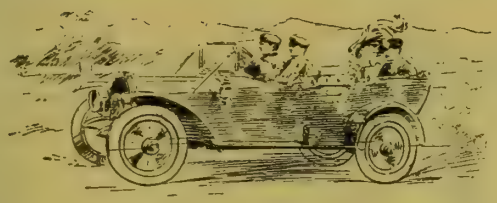
SE-MENT-OL, poured into the radiator, dissolves in the hot water. While in solution, it passes out through the leak. As it strikes the cool air at the cavity, it congeals, slowly depositing itself around the edges of the leak until the hole is closed with cement. *It takes about fifteen minutes and the repair is permanent.*

"Finds the leak and fixes it." No tedious tinkering with torch and solder. No removal of radiator. No material loss of time. No fine motoring weather missed. When the radiator stops leaking, you simply drain off the water and refill with fresh water. It couldn't be simpler.

SE-MENT-OL retails at 75 cents a can. It should be in every tourist's kit. The automobile tourists will demand it this year. Will you be ready?

Write to your jobber NOW.

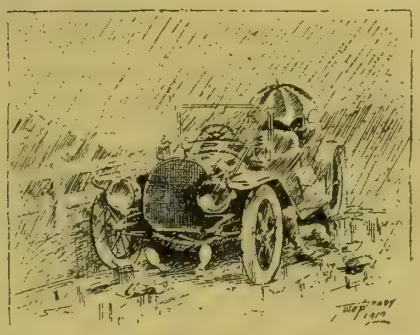
The Northwestern Chemical Co.
MARIETTA, OHIO



AUTOMOBILE TOOL KITS

Hardware Dealers in every town should stock these Tool Kits.

Every owner of an Automobile will buy one if it is drawn to his attention. He needs the Tools, and he can appreciate their immense value to him in case something goes wrong when on the road.



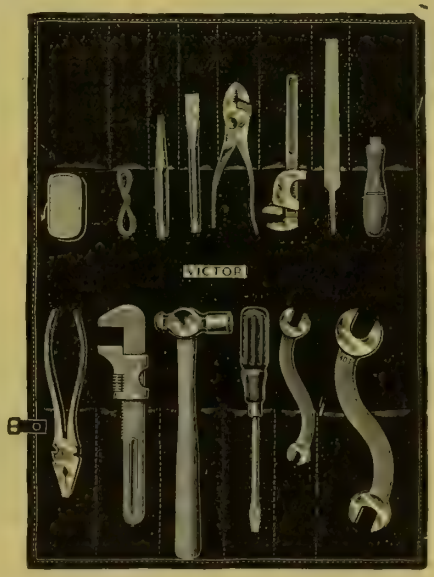
They Solve the Tool Problem

The Automobilist can be sure that he possesses all the tools likely to be required when he owns one of these kits.



In Bound Canvas Rolls

Each Tool in a Separate Compartment



VICTOR KIT No. 1.

The most complete and practical Kit made. Contains 16 pieces, and includes every tool necessary. Unquestionably as fine a set of tools as ever carried by an automobile.

VICTOR KIT No. 2.

A cheap Kit, which contains all the tools likely to be needed. The tools are high-grade, and the kit is not equalled at the price. Contains 14 pieces.

These Goods Need Only be Shown to Sell—Think of the Chance to Sell a Dozen or More Tools at One Transaction—at a Good Profit.

GET OUR CIRCULARS AND PRICES

LEWIS BROS., LIMITED, MONTREAL

Your Opportunity

To Make Extra Profits

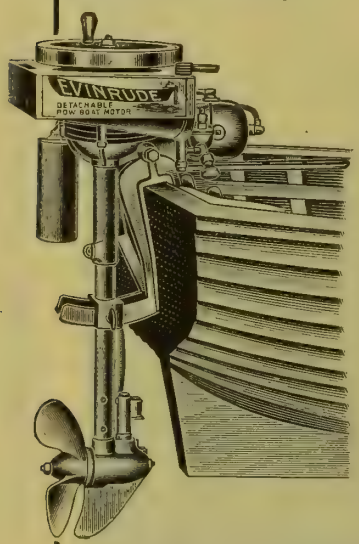
This Season

If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night **Canadian Magazine**
MacLean's Magazine **Rod & Gun**
Canada Monthly **Motor Magazine**



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon ***you***—our Local Agent.

We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. **New York City**

THERE IS ALWAYS A DEMAND

for a good furniture and floor dressing. These are staple articles. Now, the housewife has come to recognize

IOCO
LIQUID GLOSS

as the most satisfactory. She heard of it through our advertisements, tried it, and now considers it the standard.

Ioco sells so well because it does more than merely polish furniture and floors. It collects instead of scattering the dust, and it keeps the varnish from cracking.

Ioco also has a large market with the automobile trade. It is excellent for the finely finished surfaces of motors.



Ioco Liquid Gloss comes in half-pint, pint, quart, half-gallon, and 5-gallon lithographed tins, also in barrels and half-barrels.

Use our advertising to increase your sales. For prices, write any branch of

THE IMPERIAL OIL COMPANY, LIMITED
TORONTO ST. JOHN WINNIPEG SASKATOON
MONTREAL HALIFAX REGINA CALGARY
EDMONTON VANCOUVER

Made in Canada

SMP

OFFERS THE GARAGE



½ gal. Oil Cans



Funnels
9 sizes



Imperial Measures
5 sizes



1 gal. Short Pattern Gasoline Cans. Goes under back seat of Ford car.



"Daisy" Oil Cans, Hot Galvanized; holding 5 Imperial gallons.



1 gal. Tall Pattern Oil Cans



Imperial Measures
5 sizes



5 gal. Hot Galvanized Gasoline Cans



Funnels
4 sizes

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



Your Copy of this Catalogue

is ready. To give you a better idea of the contents, we have reprinted on this and the following pages several of our catalogue pages exactly as they appear giving net selling prices in Ontario and the East.

A liberal discount is allowed to dealers. Send to our nearest branch house for complete catalogue and discount sheet.

The Canadian Fairbanks-Morse Co., Limited

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

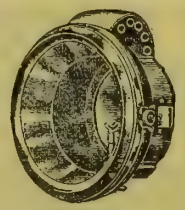


Fig. 4

Gas Headlight

Perfectly and durably built from the Genuine Mangin Lens Mirror and Silver Reflector—all parts put together with set screws.

Highest grade materials throughout.

No. 507—9¾" front, 7¾" prop centre. (Weight 10lbs.).

Black and Brass.....**Per pr. $6.50**
Black and Nickel..... " **6.75**



Fig. 5

"Prest-o-Lite" Gas Tanks

A reliable source of supply for acetylene gas lighting.

Each tank when delivered is fully charged and includes all fittings for attaching to car.

Style	Size	Capacity	Each
B	20"x6"	40 cu. ft.	$20.00
Recharges			2.00



Fig. 6

Gas Tank Keys

Made of steel, carefully tempered, can not wear out nor ruin corners of gas stems. (Weight 1oz.) **Each $0.05**

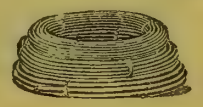


Fig. 7

Red Rubber Tubing

Best grade para gum rubber tubing for connecting acetylene lamps with generators. Does not crack or break when bent.

No.	Hole	Wall	Weight per ft.	Per Ft.
30	3-16"	1-16"	4oz.	$0.10
32	3-16"	7-64"	4oz.	0.10
33	¼"	5-64"	4oz.	0.10



Fig. 8

Calcium Carbide

The finest grade of crude carbide obtainable.

Gives satisfactory results and never fails in generating. The most economical and best for auto lamps.

Quantity	Size	Weight	Per Can
2 lbs. can	½"	3lbs.	$0.30
5 " tin		7lbs.	.60
10 " can	1"	12lbs.	1.00

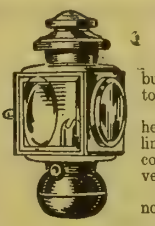


Fig. 9

Side Oil Lamp

A reliable, durably-built lamp, warranted to stay lit.

Heavy gauge stock, heavy silver plated lining, steel re-inforced combination prop, beveled glass.

Safety oil fount, will not drop off.

Body, 4x4".
Height, 10¼".

No. 30—Black and Brass..**Per pr. $4.35**
Black and Nickel " **4.65**
(Weight, 3lbs.)



Fig. 10

Tail Oil Lamp

Construction and detail same as side lamp above.

Fitted with red, green and white lights

Body, 4x4".
Height, 10".

No. 10—Black and Brass.....**Each $2.25**
Black and Nickel..... " **2.50**
(Weight, 3lbs.)

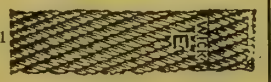


Fig. 11

Lamp Wick

The finest quality closely woven wicks for use in all makes of oil lamps. Nothing better on the market—they burn even and last longer than the ordinary cotton wick.
Each $0.03 **Per doz. $0.15**



Fig. 12

Acetylene Burners

ALCO No. 12

The largest seller and best known Lamp Burner in the world. Always made of Genuine Lava, warranted unsurpassed in Candle Power or Life. Used by practically all the important Auto Lamp Makers. Carried in ½, ⅝, and ¾ ft. Standard is ¾ ft. (Wt. 1oz.) **Each $0.20**



Fig. 13

Jet-Lac

A quick air-drying enamel for lamps, horns and brass work of any kind. Produces a fine black (dull or bright) finish that is durable and elastic and will not scratch or chip off. Heat, oil or grease will not affect Jet-Lac.
Pint can (Weight, 2lbs.).....**Each $1.50**



Fig. 14

Metal Polish

A metal polish that not only cleans but produces a brilliant, lasting lustre.

Wonder-Worker Polish cleans quickly and easily. All polishes require more or less rubbing to produce results; with very little exertion, brass is given a fine burnished appearance when Wonder-Worker is used.

Pint can.....(Weight, 2lbs.) **Each $0.25**
Quart can.....(" 3lbs.) " **.50**
Gallon can.....(" 10lbs.) " **1.25**



Fig. 15

Electric Headlights

Specially designed for the Ford, these lamps are strong, sturdy and handsome. Regularly fitted with one bulb. Another bulb for dim light will be fitted at extra cost. (Weight, 5lbs.)

E. 44—Black & Brass.....**Each $5.50**
Black & Nickel..... " **5.50**
For 2-bulb lamp add " **1.25**

Electric Lighting Outfit



Fig. 16

A high grade outfit for changing gas lamps on Model "T" Ford cars to electric.

Consists of two highly polished silver reflectors, two genuine tungsten electric bulbs, Edi-Swan sockets, connectors, switch, wiring, tape. Complete, ready to attach.

Any one can install this outfit. Designed to operate perfectly with the magneto and cannot injure the ignition system in any way. (Weight, 3lbs.)

No. 1—Outfit complete.....**Each $3.00**



Fig. 17—No. 3

Adapters

Bayonet socket fitted to adjustable nickel plated brass clips.

Do not interfere with regular oil burners.

Simple and durable.

Fig. 18—No. 1

No. 1—Oil attachment. **Each $0.40**
No. 3—Changes lamps with candelabra screw base to fit bayonet socket. **Each $0.20**



Fig. 19

Copper Tubing

Finest annealed tubing for oil or gasoline lines. Can be bent in any position without fear of cracking or breaking.

O.D.	Gauge	Wt.	Per ft.
¼	22	1oz. per ft.	$0.06



Fig. 20

Ever Ready Switches

are made in response to a large demand for a switch at once compact and attractive. They are particularly suitable for cars carrying dynamo lighting sets, and are absolutely to be depended upon for effective service. They have a positive snap action with wiping contact.

No. 1447—One way (Wt., 5oz.)**Ea. $0.80**
This is not a flush type of switch.
" **1724**—Two way (Weight, 7oz.) **1.75**
" **1724**—Three way (" 8oz.) **2.60**


Fig. 52

Klaxet Horns

The Klaxet is the ideal signal for use on small cars and runabouts. It is made in but one type as shown above.

It is the only high grade and thoroughly efficient motor-driven electric signal selling at a low price.

(Weight, 8 lbs.) **Each $13.00**

Hand Klaxon


Fig. 53

Operates instantly and easily and gives a loud penetrating tone.

Finished in black, black and brass, or black and nickel.

Type "L" (weight, 8 lbs.) **Each $9.00**

Hand Klaxonet

(Not Illustrated)

The latest addition to the Klaxon family. **Each $5.50**

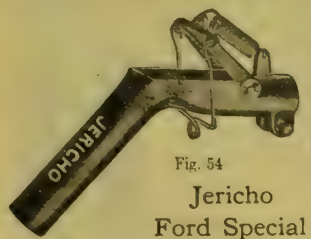
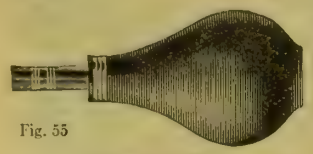


Fig. 54

Jericho Ford Special

No. 00—A most effective exhaust horn for Ford cars. Supplied with proper fittings ready to attach.

(Weight, 2 lbs.) **Each $3.65**


Fig. 55

Horn Bulbs

Finest quality rubber, chemically cured, making them soft, pliable and springy.

No. 12—(Weight, 1 lb.) **Each $0.60**


Fig. 56

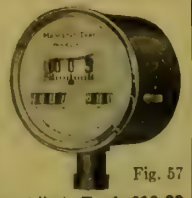
Ford Horn Reeds

Finest quality non-corrosive, vibrating reed fitted with threaded collar.

Made especially to fit the horns that are furnished as equipment on Ford cars.

(Weight 1 oz.) **Each $0.25**

Stewart Speedometers


Fig. 57

Model 100—2½ inch dial, 60 mile speedometer, 100,000 mile season odometer, 100 mile trip register. (Wt. 11 lbs.) **Each $16.00**

Speedometer Parts

	Each
Swivel joint	$3.37
Flexible shaft	3.85
Flexible shaft casing	2.35
Flexible shaft chain, with end con	1.69
Clutch for chain (speedometer end)	.14
Sliding bar fitting (swivel joint end)	.27
Wh el gear, with washers and screws	1.35
Pinion on small gear (steel or fibre)	.34
Clamp (complete)	1.69
Clamp part No. 1, upright with clip	.68
Clamp part No. 2, swivel block	.27
Clamp part No. 3, crossbar and link	.41

Juno 1 Day Clocks


Fig. 58

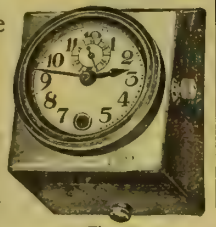
A high grade timepiece; good reliable movement, warranted in every respect. 2½ inch porcelain dial, plain readable figures, with second hand.

Brass case, 3⅝ inches high. Stem wind and set. Safety attachment for dash.

Finished in brass, black or nickel.

(Weight 1 lb.) **Each $1.85**

Suwanee 8 Day Clocks


Fig. 59

These clocks are practically dust and water tight, and have outside hand sets.

The special attachment for securing to dash board goes with each clock. It prevents the removal of clock without using a special key. Key wind.

8 day time, 2½" porcelain or silver dial. Beveled glass. Screw bezel. Height, 4½". Width, 3½". (Wt. 3 lbs.) **Each $7.50**

"G.H." Cut-Out Outfit


Fig. 60

The "Gray-Hawley" is the simplest and highest grade cut-out manufactured. Its outlet is very large, can be so attached as to throw the exhaust downward at an angle of 30°. Recommended for high grade requirements and consists of a cut-out proper, locking foot pedal, cable and spring.

Style 5-B (Weight 4 lbs.) **Each $2.25**


Fig. 61

Front Spring License Bracket

Consists of two strong steel brackets that fasten to the spring bolts. Simple, neat and durable.

Easily attached. Holds license securely and does not rattle.

(Weight, 8 oz.) **Per pair $0.30**


Fig. 62

Front License Bracket

A practical and substantial bracket for holding the front license number on Ford cars. Attaches very quickly to right hand headlight bracket and remains secure.

(Weight, 2 lbs.) **Each $0.40**

Will not hold plate over 15 inches long.



Fig. 63

Rear License Bracket

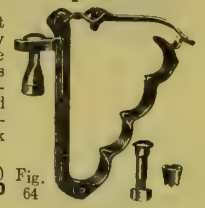
Hold license tags firmly in position and illuminate rear number as required by law. Any make or style of lamp can be readily attached to these brackets.

Furnished in black enamel. (Wt. 2 lbs.)

No. 22—Regular **Each $0.50**

Bair Bow Top Holder

A device that automatically holds rigid the top and makes rattling impossible. Finished in highly polished black enamel.


Fig. 64

(Weight 5 lbs.) Set of 2 **$3.00**


Fig. 65

Starting Handle Holder

Prevents handle swinging. Also keeps it clean. Made of oak leather. Is adjustable to any length necessary. (Wt. 3 oz.)

No. 1—"G.K." Oak Grain Leather **Each $0.30**


Fig. 66

Fan Belts

Made of best material, oil proof, cut and stretch proof. (Weight 3 oz.)

Fabric (Thermoid) **Each $0.40**

"G.K." Oak Tanned Leather " 0.5



Fig. 21

Bosch Plugs

For magneto or batteries.

The special construction absolutely prevents all leakage. Nickel alloy electrodes are made to withstand the intense heat of the Bosch magneto spark and consequently long life of the points is secured.

Particularly effective on motors where too much oil reaches the plugs. Made in all threads. (Weight, 6oz.) **Each $1.35**



Fig. 22

"Champion X" Plugs

Not only a low price plug, but well made and reliable, and especially adapted to Ford cars.

Made of best materials and guaranteed to give satisfaction. All threads.

(Weight, 4oz.) **Each**

Plug complete **$0.75**

Extra porcelain **.40**



Fig. 23

J-D Ford Special

Will give the best possible service on Ford Cars.

Bushings and Packing nut are case-hardened, insuring long life. Porcelains of the highest grade heat-proof composition.

The all-metal packing forms a perfectly tight joint and eliminates all asbestos or other shrinkable materials. Made in all threads. (Weight, 3oz.) **Each $0.75**

Extra porcelain " **.40**



Fig. 24

Vital Plugs

The big powerful plug that gives lasting service and satisfaction. It has solid nickel electrode and contact points, careful provision for contraction and expansion is made, preventing porcelain breaking from heat. Made in all threads. (Wt., 3oz.) **Each $0.75**

Extra porcelain " **.40**



Fig. 25

Champion Priming Plugs

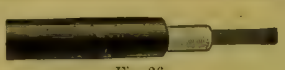
Absolute necessity on cars without priming cups. In construction identical with the regular "Champion" Spark Plug, except fitted with a special priming device as illustrated.

(Wt. 5oz.)

Made in all threads. **Each**

Fig. 8 **$1.25**

Extra porcelain, **Each .40**


Fig. 26

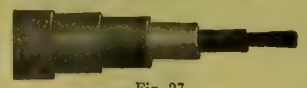
Standard Ignition Cable

Good grade materials, perfect in every respect. A good reliable rubber-covered cable at a low price; stands a high voltage test and will give fine service: **Per ft.**

Primary	5 mm	O.D. (Wt. 1oz.)	**$0.04**
"	7 "	" (" 2oz.)	.06
Secondary	9 mm	O.D. (" 2oz.)	.10
"	12 "	" (" 3oz.)	.15

Packard Cables

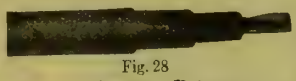
A high grade ignition cable used on many well-known cars. Autoists in general are familiar with this cable, making unnecessary any detailed description of its merits.


Fig. 27

High Tension Magneto

Designed especially for magneto use. Made to stand a break-down test far more severe than its requirements.

(Weight, 2oz. per ft.) **Per ft. $0.20**


Fig. 28

Low Tension Primary

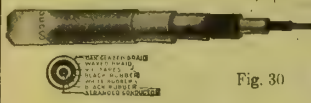
Composed of stranded tinned copper wires covered with two windings of cotton thread, two layers of cambric, three coats of enamel paint, four coats of enamel and four bakings. (Wt. 1oz.) **Per ft. $0.10**


Fig. 29 Strand.

Low Tension Primary

Regular low tension primary cables insulated as above, but under one cover.

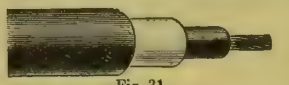
Two strand	(Wt. 2oz.)	**Per ft,**	**$0.20**
Three strand	(" 2oz.)	"	.30
Four strand	(" 3oz.)	"	.40


Fig. 30

Dominion Cable

Insulated cable for primary and secondary wiring, soft drawn copper wires covered with semi-cured India rubber and wound with a special braid, which is acid, oil, grease, water and to a great extent fireproof.

	O.D.	Wt.	Per ft.
Primary	¼ in.	1 oz.	$0.04
Secondary	7-16	2 oz.	.10


Fig. 31

Bosch Magneto Cable

This is a high grade rubber-covered cable made to specifications for the manufacturers of Bosch magnetos. There is no better cable of this kind sold at any price. **Per ft.**

Low tension 5 mm (Wt. 1oz.) **$0.11**

High " 7 " (" 2oz) **.14**


Fig. 32

Copper Terminals

Standard styles and sizes. Extra heavy, the simplest and most substantial terminals made.

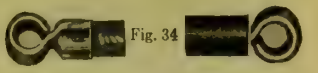
No.	Wt.	Per doz.	Per hun.
0 Small Primary	1oz.	$0.10	$0.30
1 Large "	1oz.	.15	.35
2 Secondary, Mag. Size	2oz.	.20	.70
3 " Heavy	3oz.	.25	1.00


Fig. 33

Magneto Terminals

Made of brass, the most durable and efficient terminal for magneto work. The pointed end is forced into end of cable, the wire is slipped under loop and soldered.

A most positive connection, eliminates all possibility of short circuits or loose connections; one size only. **Per doz. $0.25**


Fig. 34

Bosch Loop Terminals

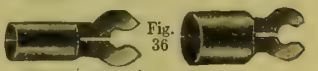
The most perfect terminal made. Best results secured when attached with Bosch Terminal Tool illustrated below. Made with ferrule for small braided cable.

High or low tension terminals **Each .04**


Fig. 35

Bosch Terminal Tool

A particularly neat and effective tool for forming the Bosch Loop Terminals shown above. A small descriptive booklet fully describing this tool will be sent on request. **Each $17.50**


Fig. 36

Spring Slip Terminals

Made of brass. A practical and serviceable style. Will fit every standard make of plug. Please order according to outside diameter of cable, giving size in thousands of one inch. (Wt. 3oz.) **Per doz. $0.50**


Fig. 37

Copper Terminal Outfits

Contains 50 each No. 0 and 3, 100 each No. 1 and 2 terminals and 100 Standard battery connectors, all enclosed in a strong substantial case. (Wt. 3lbs.) **Per box $2.00**

The Canadian Fairbanks-Morse Co., Limited

Fig. 84



Ford Piston Rings

High grade rings, cast individually from a special gray iron mixture, close grained and tough.

Perfectly and accurately machined and finished. (Weight, 2 oz.)

¼ x 3½..... **Each, $0.20**



Fig. 85

Piston Ring Compressor

A device that makes it easy to set piston rings, no matter how stiff the ring. A slight pressure gives a powerful leverage, simple and durable. **Each, $0.60**

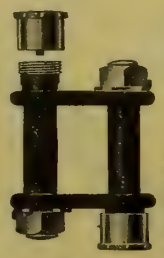


Fig. 86

Spring Shackle for Ford Springs

This shackle has an integral lubricator, and is made in two sizes—one for front and the other for rear springs. It has drawn bolts, hardened and carbonized. It is especially designed for grease lubrication, as grease is preferred by most Ford owners.

Net price, front or rear, **Each, $1.80**

Specify when ordering, whether for rear or front spring.

Ford Oil Gauge

A necessity for Ford cars. Shows the oil level at all times, prevents the excessive use of oil, lack of lubrication; eliminates smoke and decreases the possibilities of carbon deposits upon spark plugs.

Replaces lower pet-cock in crank case; the pet-cock is placed in gauge and acts as a drain.

(Weight, 4 oz.)

Each, $0.35

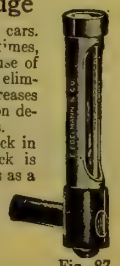


Fig. 87

Dashboard Oil Gauge

All inconveniences in ascertaining the level of oil in a Ford crank case are overcome by using this dashboard oil gauge. Shows level of oil in sight-feed glass on the dash. This gauge is made of the best material. all parts being solid brass, the glass indicator tube being extra heavy, and the cork float of an extra large size. It is an ornament to the car, and can be attached in a very few minutes. (Weight, 6 oz.)

Each, $2.00

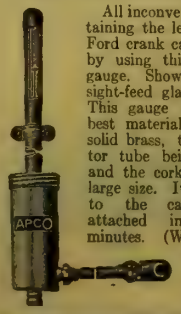


Fig. 88



Wolf's Head Oil

"Wolf's Head Oil" is made from Pennsylvania crude. It is distilled, filtered, and refiltered until it is absolutely free from the injurious free carbon which clogs so many cylinders.

Wolf's Head Oil is recommended by the makers of more automobiles and motor boats than any other oil. The result of their investigations is an unqualified endorsement of Wolf's Head Oil, as the best motor cylinder oil on the market and they recommend Wolf's Head Oil exclusively for use in their motors.

LIGHT OR MEDIUM GRADE FOR FORD CARS

1 Imp. gal.	**Per can $1.00**
5 Imp. gal.	" 4.50
Bbl.	**Per gal. 0.80**

Wolf's Head Grease



Fig. 90

Especially suited for compression cups on universal joints and wheels. A pure, soft yellow grease. Absolutely free from acids or other injurious chemicals, and is particularly recommended as a very high grade product that will give perfect lubrication.

1 lb. can (wt., 2 lbs.)	**Per can $0.30**
5 lb. can (" 7 ")	" 1.20
10 lb. can	" 2.40



Fig. 91

Boulevard Grease Guns

Made to handle light greases as well as all grades of oil. A very practical and handy gun for general use.

Capacity 8 oz (Weight, 2 lbs.)

Each, $2.50

Oil Cups



Fig. 92

This oil cup is especially adapted for Ford cars, and can be placed in most any angle. Cap fits perfectly tight, and will not jar open.

No. 2 D—⅞ inch cap, ⅛ in. diam., 32 pitch. (Wt., 1 oz.)

Each, $0.10

Grease Cups



Fig. 93

These cups are designed to take the place of the present grease cups on the Ford rear axle, steering post, etc.; they also take the place of the oil cups on the springs and steering knuckles. They are much more efficient than the oil cups, as they absolutely force the grease to the point that requires the lubrication and they leave nothing to chance.

No. 101—1 P. size (wt., 1oz.) **Each $0.20**

Set of 15 (wt., 1 lb.) ..... **Per Set, $2.50**

Gasoline Gauge



Fig. 94

A combination filler cap and gasoline gauge made from the finest material by skilled workmen; installed and removed as easily as the regular filler cap which it replaces.

The dial is graduated in tenths giving a clear and accurate reading of the exact contents of your tank at a glance.

(Wt.,10oz.)**Each, $3.25**

Spring Lubricator

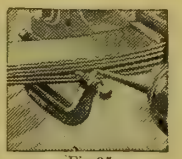


Fig 95

A practical and valuable device, spreads the leaves for lubricating, and thus prevents rusting, squeaking, freezing, or adhering.

Drop forgings, nickel plated and highly polished.

(Weight, 1 lb.) **Each, $0.70**

Foot Accelerator

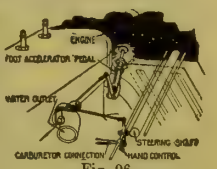


Fig. 96

Foot control of the carburetor is by far the most satisfactory method. It enables the driver to get the car under way, quicker than with the hand control and leaves both hands for steering. Positive in action, quickly attached, easy to operate and there is nothing to get out of order.

(Weight, 2 lbs.) **Each, $2.00**

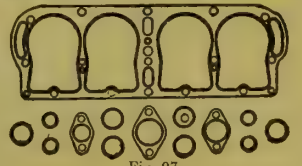


Fig. 97

Copper Gasket Sets

These gaskets are made of the best copper and brass and filled with pure asbestos and are especially designed to fit the various parts of Model "T" Ford cars.

(Weight, 1 lb.)

11 Gaskets..... **Per Set $0.60**

Cylinder Gasket only..... **$0.45**

Gasket Cement



An exceptionally fine grade of cement, prepared especially for auto repair work.

Can be used on gaskets of any material and a good, clean, tight connection is assured.

Perfect connections increase the efficiency and prevent excessive wear of the engine.

(Wt., 8 oz.) Fig. 98

4 oz. swab bottle..... **Each, $0.30**

Clutch Release

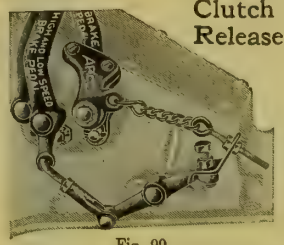


Fig. 99

This simple device automatically releases the clutch when the foot brake is applied. This device will be found a great help to amateurs, as with it, it is impossible to apply the brake without first throwing out the clutch. Can be applied in 10 minutes.

(Weight, 12 oz.) **Each $0.75**

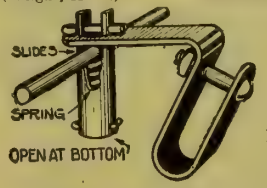


Fig. 100

Brake Rod Supports

A device that will save lots of annoyance and trouble.

Made of best quality bronze, will not wear out or break. The steel ball is held in tension against brake rod, prevents vibration, but does not wear or interfere with action.

(Weight, 2 lbs.) **Per pair $0.90**



Fig. 101 Fig. 102

Fender Braces

Made of steel, enameled black, and furnished with screws and nuts.

Stops the squeak, rattle and noise, holds fender firm and prevents breaking by vibration.

Front Brace

Designed to fasten front fender to running board shield. **Each $0.15**

Rear Brace

Designed to fasten over rear fender support rod of Runabout. **Each $0.10**



Fig. 103

Radius Rod Anti-Rattler

Made of solid bronze, fitted with steel spring and ball socket with screw adjustment.

Automatically takes up all wear, prevents rattling, but does not interfere with the action of rod.

Easily attached and once on there is no further trouble or annoyance.

No. 1.—(Weight, 1 lb.) **Each $0.75**



Fig 104

Steering Rod Anti-Rattler

Made exactly like the radius rod type, but smaller in size.

Takes the place of steel cap on ends of steering rod connection.

Makes the car steer easier, prevents all rattle and vibration—does not bind or affect proper action of rods.

No. 3.—(Weight, 8 oz.) **Each $0.60**

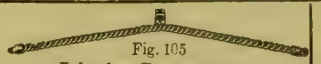


Fig. 105

Little Steersman

Automatically takes up lost motion between steering wheel and road wheels. Particularly invaluable when steering connections are worn. Keeps the road wheels in perfect alignment. Assists the driver to better and quicker control, also invaluable in traveling over rough roads.

(Weight, 3 lbs.) **Each $3.50**

Ford Trunk Rack

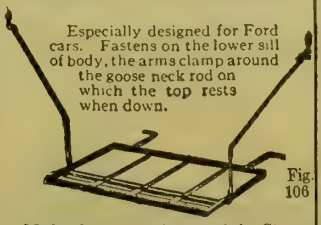


Fig. 106

Especially designed for Ford cars. Fastens on the lower sill of body, the arms clamp around the goose neck rod on which the top rests when down.

Made of steel, black enameled. Strong and durable. Folds up against body out of the way when not in use.

30 inches long, 18 inches deep.

Each $4.00



Fig. 107

Ford Trunks

Light weight, handy traveling luggage, made of heavy black enameled duck on best quality trunk board, steel frames top and bottom. Edges leather bound and sewed. Hinges and handles hand riveted. Solid leather corners. Fitted with 2½" trunk trays. Heavy harness leather straps all around, long enough to go under trunk rack of car, with extra leather trunk handles at the sides, while the bottom is protected with hard wood trunk slats.

Base dimensions, 28" long x 14" wide, 12" deep.—**No. 12** **Each $10.00**



Fig. 108

Ford Tire Trunk

A waterproof and dust proof trunk, basswood body, trunk board rim, fitted with straps to fasten to the spare tires. Holds more than a suit case.

(Weight, 10 lbs.) Style F. **Each $7.50**



Fig. 109

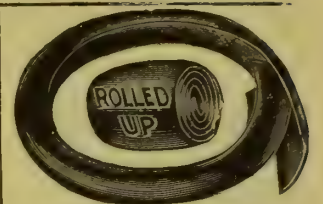
Ford Tire Covers

First quality material, black enameled, dust and waterproof.

Snap button style, with flat steel band inclosed in flap.

Sizes, 30 x 3½ in. and 31 x 4 inches.

For clincher tires (Wt. 2 lbs) **Each $1.00**



Tire Reliners

Fig. 110

A durable and serviceable inner shoe made of high grade fabric.

Covers the whole inside of casing from bead to bead and extends all the way around, making a permanent, serviceable and efficient protection for the entire shoe and tube.

30 x 3½ (Weight 4 lbs.)	**Each $2.50**
31 x 4 (Weight 6 lbs.)	" 3.00

Running Board Tire Holder



Fig. 111

Made of malleable iron, black enamel finish. Strong and durable, very neat in appearance. Carries one or two tires and furnished complete with straps.

No. 87—(Weight, 8 lbs.) **Per set $2.50**

Combination Rear Tire Holder Lamp and License Bracket



Fig. 112

A substantial Rear End Tire Holder that in addition to rigidly carrying either one or two tires, has in combination with it a supporting bracket to which the license bracket is attached and which also supports the Tail Light and carries it in the proper position.

Tire Holder only	**$3.00**
" with Lamp Bracket	**3.50**
" Lamp and License Bracket	**3.75**



Fig. 113

Rubber Tire Bands

The best constructed repair band. Made of high-grade fabric and rubber after the style and form of the tire itself, the heaviest and most durable band made. Many a tire would be saved actual destruction if a reliable tire band were used in time.

3½" or 4" (Wt. 1 lb) **Each $1.25**



A $55.00 Assortment of Ford Accessories for $50.00 if ordered on the attached order blank.

What About That Assortment ?

A well-assorted stock of Automobile Supplies is a first consideration when adding this line to your hardware business. One of the following assortments will assist you to start right.

Fill in the coupon and tear out the entire page and send it with your remittance to our nearest branch office.

$25.00 Takes this assortment of Auto Supplies valued at $27.50 when figured at our regular dealers' prices.

6—Champion "X" Spark Plugs
1—Trouble Lamp
1—Ammeter
6—No. 6 Dry Cells
1—Juno Clock
1—Front Spring License Bracket
1—Rear License Bracket
1—Starter Handle Holder
1—Fan Belt (Fabric)
1—Robe Rail
1—Ford Valve
1—Valve Spring
1—Valve Grinding Compound
2—1 gal. cans Wolf's Head Oil
1—Rubber Tire Band
1—Blow-Out Patch
1—Box Tire Patches
1—Perfect Tire Tool
1—Aeolus Tire Pump
1—Barrett Jack
1—pt. Golden Star Body Polish
1—pt. Lamp Enamel
1—pr. Albex Folding Goggles
1—pt. Tire Paint
1—pt. Leather Top Dressing
1—can Radiator Cement
1—Ford Rubber Mat
1—set (3) Pedal Pads
1—Pedal Lock (less padlock)

$50.00 Takes this fine assortment of Ford Accessories. Every item a quick mover. Valued at $55.00 when figured at our regular dealers' prices.

12—Champion "X" Spark Plugs
1—Electric Light Outfit
1—Trouble Lamp
1—Ammeter
12—No. 6 Dry Cells
1—N.Y. Jr. Master Vibrator
1—Hand Klaxonet
2—Horn Reeds
1—Juno Clock
2—Front Spring License Brackets
1—Rear License Bracket
1—pr. Bair Bow Top Holders
2—Starting Handle Holders
2—Fan Belts (Fabric)
1—Robe Rail
1—Ford Valve
2—Valve Springs
1—Valve Spring Releaser
1—Valve Grinder
1—Valve Grinding Compound
6—1 gal. cans Wolf's Head Oil
1—Front Tender Brace
1—Rear Tender Brace
1—Rubber Tire Band
1—Blow-Out Patch
1—Box Tire Patches
1—Perfect Tire Tool
1—Aeolus Tire Pump
1—Barrett Jack
1—Presto Hand Lamp
1—pr. Albex Folding Goggles
1—Ford Rubber Mat
1—Gasoline Reserve Gauge
1—set (3) Pedal Pads
1—Handy Lamp

These prices hold in Ontario and the East and are f.o.b. our nearest warehouse.

The Canadian Fairbanks-Morse Co., Limited

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Saskatoon, Calgary, Edmonton, Vancouver, Victoria

The Canadian Fairbanks-Morse Co., Limited

Kindly enter my order for one of the above dollar assortments of Automobile Accessories for which I enclose *Check / P.O. Money Order for $. Kindly ship to me via freight / express at the following address:

Name .....

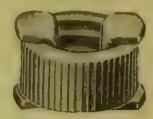
Firm .....

Town ..... Province .....

*The regular terms are allowed to firms having suitable commercial rating.

Canada's Departmental House for Mechanical Goods

TRIMO SUPERIOR AUTO TOOLS



NUT WITH
NUT GUARDS

TRIMO AUTO MONKEY (NARROW)
ALL STEEL WRENCH. MADE
IN 12-INCH SIZE ONLY.
EQUIPPED WITH
NUT GUARDS

TRIMO AUTO
PIPE WRENCH
(NARROW).
MADE IN 3 SIZES—
6 INCH, 8 INCH, 10 INCH,
WITH WOOD HANDLES
AND EQUIPPED WITH NUT GUARDS

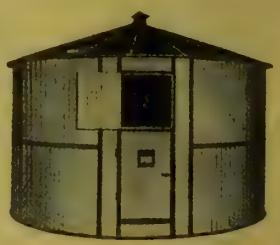
SEND FOR CATALOG
No. 150

Trimont Mfg. Co., 55-71 AMORY STREET **Roxbury (Boston), Mass.**



Let us take care of your requirements for all Metal Building Materials

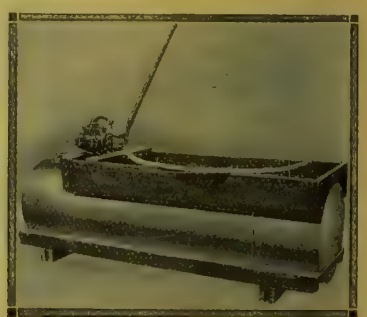
We would be pleased to make estimates for you.





9 Gal. Bucket with lid.

Galvanized Corrugated Iron, Shingles, Eavestroughing, Conductor Pipe, Water and Gasolene Tanks, Well-Curbing, Culverts and Buckets.



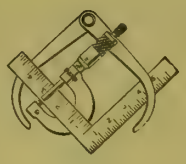
Gasolene Waggon Tank.

Winnipeg Steel Granary & Culvert Company

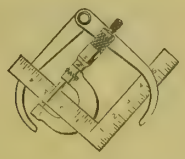
LIMITED

Head Office, WINNIPEG, CANADA

Factories at St. Boniface, Manitoba, and Regina, Saskatchewan

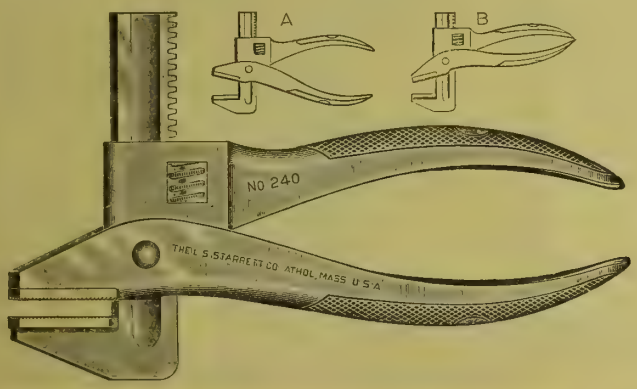


Starrett Tools for Motorists



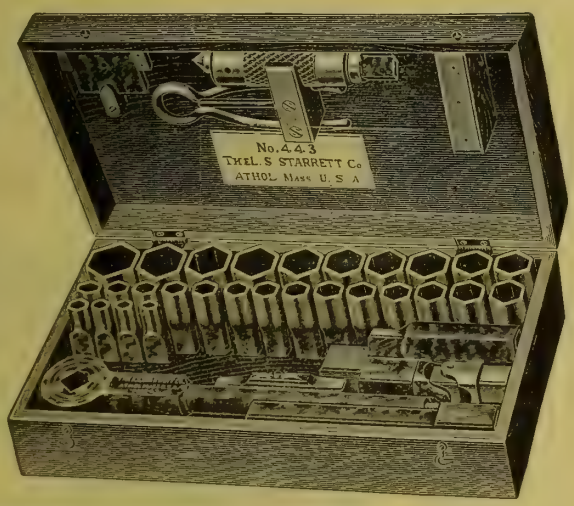
Each year as more and more car owners become familiar with automobile mechanism, they look after their own repairs and adjustments. They can cut out many garage bills that way and they feel safer when on the road. To make these repairs they need more and better tools and hardware dealers who are making an effort to get accessory business will find Starrett Tools and Hack Saws are in demand by such men. Starrett Tools are recognized everywhere as the finest mechanical tools made.

Here are a few items well worth putting in your show window :



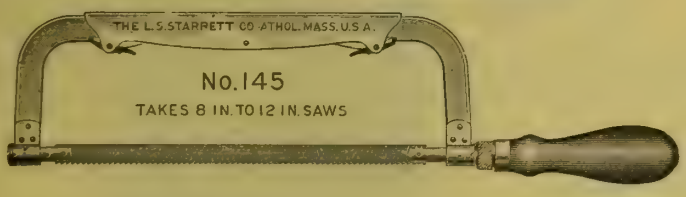
Expansion Pliers

These wonderful pliers have adjustable jaws so that they may be opened to take any work us to 1¼" and still retain the handles in perfect position to squeeze. The pliers are well suited to motorists in working about the engine for turning nuts and bolts, drawing cotter pins and making numerous adjustments on stiff thumb screws, pet cocks, etc. Price $2.00.



Ratchet Wrench Set

Every motorist should have this ratchet wrench set for making all sorts of repairs and for overhauling his car. Set includes 28 sockets for any standard Hex nut; ratchet handle with reversible pawl, drilling attachment for square shank drills up to one-half inch diameter, extension for reaching otherwise inaccessible nuts or bolts, screwdrivers, spark plug socket, etc. This is the most serviceable set of ratchet wrenches on the market, not to be compared with trashy sets at low prices. Price $15.00.



Starrett Hack Saws

The motorist will find Starrett flexible back blades best suited to his work because they do not break readily as do all-hard blades. These hack saws are made in six to twelve inch lengths. Starrett frames are convenient in adjustment and extremely durable.

Send for a supply of catalogs No. 20-A to distribute to motorists. These 320-page catalogs describe 2100 styles and sizes of fine tools and hack saws.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

THE L. S. STARRETT CO., ATHOL, MASS.

World's Greatest Toolmakers

42-467

BUFFALO
AUTOMOBILE Oils and Lubricants



Have been tested
Have been tried
and have satisfied.

Thousands of the most discriminating buyers in Western Canada.

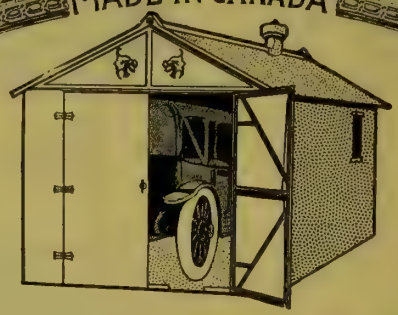
Not made for any particular car, but gives entire satisfaction on ALL.

Is a trade winner, and is THE ONLY OIL NOT SOLD DIRECT TO THE CONSUMER.

Be prepared for the opening of the Automobile season by placing your order NOW with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

PEDLAR'S "PERFECT" PRODUCTS
MADE IN CANADA



Every Hardware Man Can Make Money

taking orders for Pedlar's "Perfect" Garages, all metal or metal clad. We have an interesting proposition to make to Hardware Men in all parts of Canada. If you want to know how hundreds of others are making money without any special effort

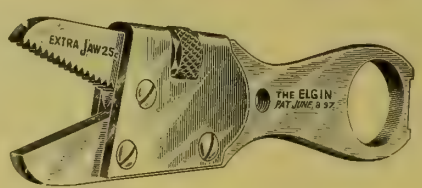
Write TO-DAY

for full particulars. Address nearest branch.

THE PEDLAR PEOPLE, Limited
Established 1861
Executive Office and Factories:
OSHAWA, ONTARIO

Branches—Montreal Ottawa Toronto London Winnipeg
7-N

The "Elgin" Wrench







This is an age of high-grade tools and their perfection and efficiency is so apparent that the most excellent article is the salable one. The special features of the Elgin sell it for you.

The adjustable jaws, ratcheting, rethreading attachment, dies, taps, nickel finish, etc., are attractive. Fully guaranteed.

Star Manufacturing Company
CARPENTERSVILLE, ILL.

A PROFITABLE SAFETY DEVICE

The wind is treacherous. A swinging garage door is dangerous. A bent mud guard, a broken lamp or radiator hurts your customer's pocketbook just as much as personal injury. SAFETY FIRST—He must take certain precautions to protect himself, and so he must do with his machine.

The Griffin Garage Door Holder

No. 1914. Patented

is a simple, strong, serviceable article designed expressly to HOLD THE DOOR OPEN. The only practical article ever placed on the market. Just throw the door open in the ordinary way and its stays there firm.

Get ready to demonstrate; there's money in it for you.

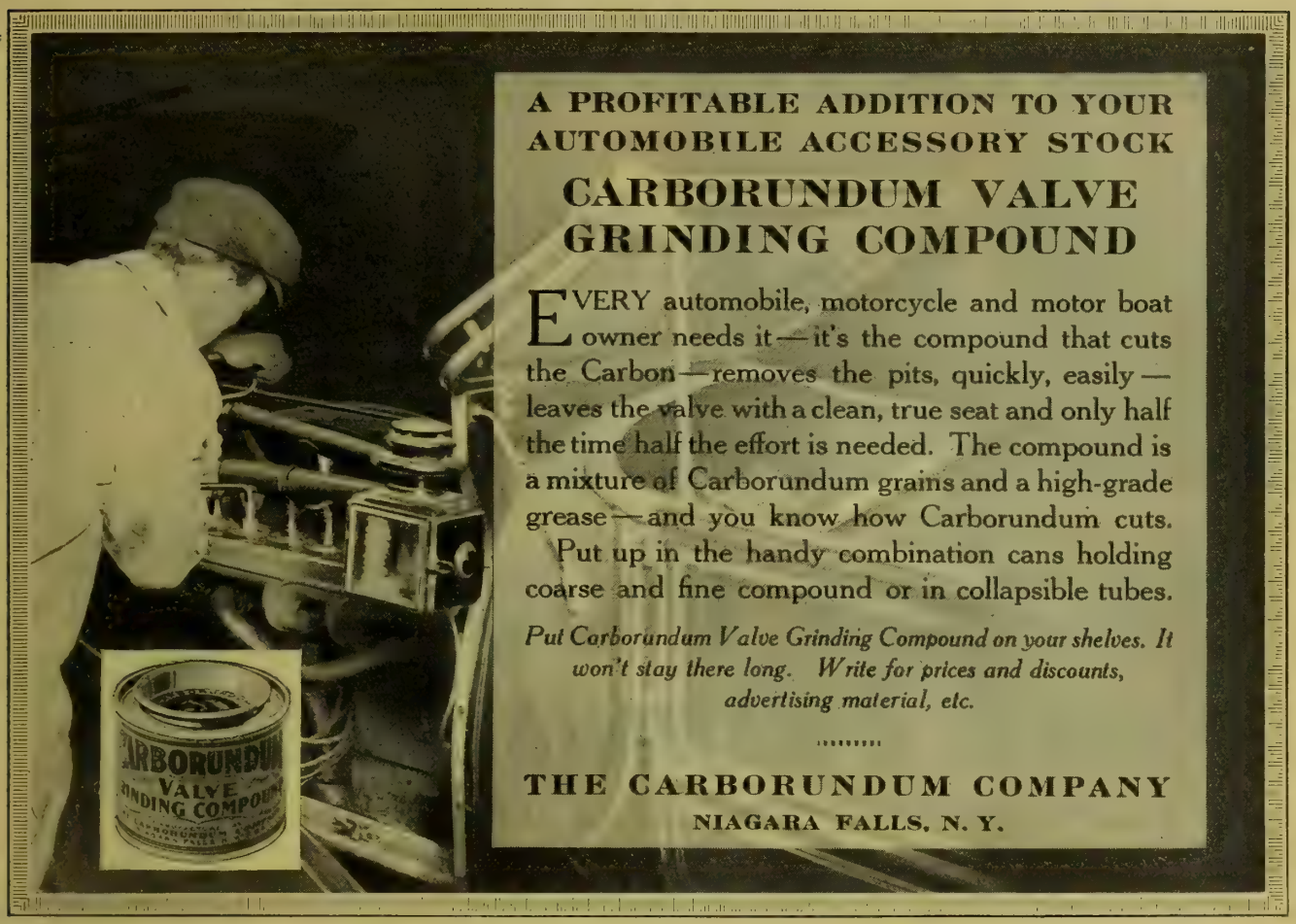
Made by

THE GRIFFIN MAN'FG. CO., ERIE, PA.

IT HOLDS THE DOOR OPEN



IS NEVER IN THE WAY



A PROFITABLE ADDITION TO YOUR AUTOMOBILE ACCESSORY STOCK

CARBORUNDUM VALVE GRINDING COMPOUND

EVERY automobile, motorcycle and motor boat owner needs it—it's the compound that cuts the Carbon—removes the pits, quickly, easily—leaves the valve with a clean, true seat and only half the time half the effort is needed. The compound is a mixture of Carborundum grains and a high-grade grease—and you know how Carborundum cuts.

Put up in the handy combination cans holding coarse and fine compound or in collapsible tubes.

Put Carborundum Valve Grinding Compound on your shelves. It won't stay there long. Write for prices and discounts, advertising material, etc.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

Auto Accessories



The great increase in the use of automobiles is creating a constant demand for accessories, tires and Ford specialties.

Up-to-date hardware stores throughout the country are reaping the benefit by furnishing the right kind of supplies required by motorists.

We have a plan whereby you, Mr. Hardware Dealer, can sell Hyslop accessories, tires and Ford specialties to car owners in your community at our low catalogue prices and make a handsome profit on every transaction. The expense of advertising is one you avoid, as every automobile owner in your locality has been supplied with a copy of our 1915 Money-Saving Automobile Accessory Catalog **at our expense.** Someone in your town is going to get this business, and it might just as well be **you.**

Write to-day for copy of our 1915 catalogue and it will be sent to you by return mail, together with full particulars and special wholesale prices.

HYSLOP BROTHERS, Limited

(AUTO ACCESSORY DEPT.)

Shuter and Victoria Sts., Toronto, Ont.

MAX

Corrugated Sheets

There is a vast difference in Galvanized Corrugated Sheets. If you want to supply the best

TRUE TO GAUGE **PROPERLY GALVANIZED**

GUARANTEED PERFECT

see that you give your customers MAX (each bundle branded) Sheets. You pay no more for these than the ordinary kind and the additional value is appreciated in added satisfaction without extra cost.

MADE ONLY BY

Winnipeg Ceiling and Roofing Company, Limited

P.O. Box 3006. **WINNIPEG, MAN.**

EDMONTON
Edmonton Metal Works Ltd.

CALGARY
Sheet Metal Mfg. Co., Ltd.

How Many Autos in Your Town Need Refinishing?



This outfit in your window will find ready buyers.

SHERWIN-WILLIAMS

Automobile

REFINISHING OUTFIT

is complete, compact, practical, low in price and high in quality. With it the owner of a Ford or other light car, motor truck, delivery wagon, etc., can make an A-1 job himself by following the very simple and complete instructions. It means a saving of $20 to $30 for him and a handsome profit for you. The price is right—send in your order now while auto owners are thinking of painting their machines.

SHERWIN-WILLIAMS PAINTS & VARNISHES

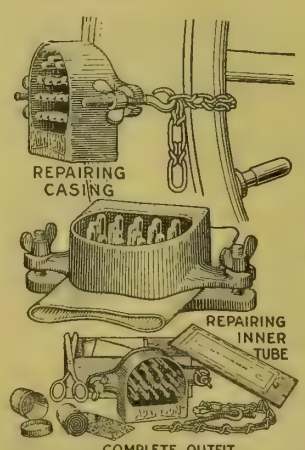


A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

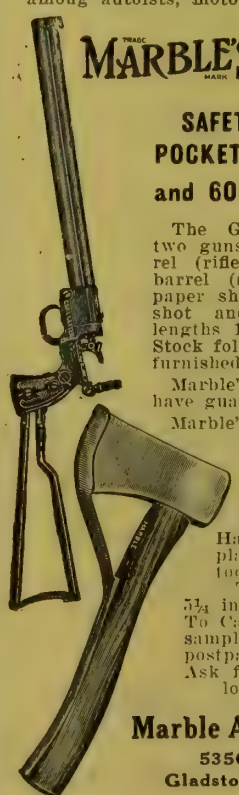
ADAMSON MANUFACTURING CO.

67 BAY ST. N. ∴ HAMILTON, ONT.

Attract Motorists and Outers to Your Store

For these unique necessities. There is a universal demand among autoists, motor boatists, fishers, hunters, etc., for

MARBLE'S GAME GETTER GUN



SAFETY POCKET AXE
POCKET SCREW DRIVER
and 60 Outing Specialties

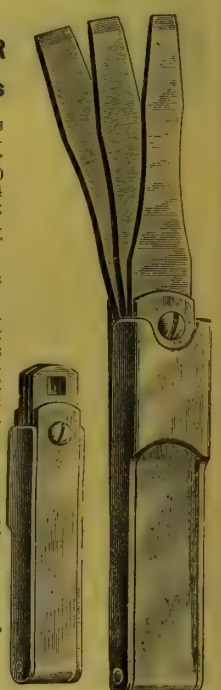
The Game-Getter Gun is two guns in one—upper barrel (rifle) shoots .22; lower barrel (smooth) shoots .410 paper shot cartridges, or .44 shot and .44 round ball; lengths 12, 15 and 18 inches. Stock folds. Shoulder holster furnished.

Marble's Safety Pocket Axes have guarded blades.

Marble's Pocket Screw Driver with gas tank wrench, has three long, perfectly tempered blades that lock open separately. Handle is steel, nickel plated. A strong, rigid tool.

Two lengths: 4½ and 5¼ inches. List price 50c. To Canadian dealers only, sample on approval, 30c postpaid.

Ask for 1915 Trade Catalog and discounts.



Marble Arms & Mfg. Co.

5350 Delta Ave.,
Gladstone, Mich., U.S.A.

AUTOMOBILE ACCESSORIES



AUTO OIL MEASURES.
Four sizes.



AUTO
GASOLINE
MEASURES
2 gallon size.



AUTO
GASOLINE MEASURES
5 gallon size.

HEAVY STOCK—COPPER PLATED—GOVERNMENT STAMPED, IF DESIRED.
WRITE FOR QUOTATION ON FULL LINE.
A LARGE STOCK ALWAYS ON HAND FOR PROMPT SHIPMENT.



AUTO
GALVANIZED GARAGE
MEASURES.
5 gallon size.



AUTO
GASOLINE FUNNELS
5 different styles.



AUTO
COMBINATION MEASURES AND FUNNELS
5 sizes.

E. T. WRIGHT CO., HAMILTON, CANADA

Red Light Flashes Only When Bell Rings



Not mere noise, but recognized warnings the world over.

The "Liberty Bell"

The ever reliable signal, warns both eye and ear.

Our Famous "LIBERTY BELL" is the most distinctive, dependable, never-failing warning signal. The penetrating tones and flash of the red light, simultaneously with alarm, gives double warning, demands—and gets—the right-of-way. It is different from and more effective than other signals and instantly demands attention without being offensive.

The "LIBERTY BELL" is attractive in appearance, easily attached, proof against dirt, water and tampering and will last a lifetime.

The "LIBERTY BELL" is an accessory that is in great demand all over the country.

Show the "LIBERTY BELL" to your customers—you'll be surprised to find how easy it is to sell. They make such a hit, you'll do a good business and find them one of your best profit-makers.

Prices $5.00 to $14.00.

Write for our trade offer—dealer agents wanted.

THE LIBERTY BELL COMPANY, Cleveland, Ohio

WOOD, VALLANCE, LIMITED
WINNIPEG



ONE OF OUR WINNIPEG FLEET OF DELIVERY TRUCKS

WE ARE HEADQUARTERS FOR
AUTOMOBILE ACCESSORIES
OF ALL KINDS

Our stock comprises a **Complete Line** of the **Newest Goods,** which have been selected with a view to **Quality, Appearance** and **Value.** It includes:

"RED HEAD" Spark Plugs	"FOX" Chains	"CLERO" Horns
Lamps	Connectors	Ammeters
Tire Pumps	Bumpers	Tool and Battery Boxes
Tire Tools	Clocks	Goggles
Tire Gauges	Mirrors	Robe and Foot Rails
Tire Vulcanizers	Jacks	Little Giant Auto Blocks
Tire Repair Outfits	Tire and Seat Covers	Auto Wrench Sets

Also a complete line of "FORD" SPECIALTIES of all kinds.

Our New Catalogue of Automobile Accessories is yours for the asking. Please write for it.

WOOD, VALLANCE, LIMITED
WINNIPEG

WHOLESALE HARDWARE SPORTING GOODS AUTOMOBILE NECESSITIES, ETC.

The "May-Oatway"

Automatic Fire Alarm System

The only time-tried, fool-proof, self-adjusting, thoroughly reliable, approved, automatic fire alarm system.

The May-Oatway System of Automatic Fire Alarms has been in successful operation for over twelve years. It is now protecting hundreds of millions of dollars' worth of property and its 12 years of service shows a record of less than 1% of fire loss to the property which it guards. No other system of fire protection can boast such a record.



Pyrene TRADE MARK **The most efficient fire extinguisher known.**

Pyrene will extinguish any kind of a fire, electric, gasoline, alcohol, acetylene.

Pyrene is harmless to persons, fabrics, furniture and paintings.

Pyrene is the ideal fire extinguisher for the home, the factory, the office, the automobile, the motor boat.

Pyrene contains no moisture and may be used with entire safety to break an electric arc.

The Davy Automatic Fire Escape

PERFECTLY RELIABLE, PERFECTLY SAFE.

Every home, every factory and every office building should be compelled by Statute to install Davy Automatic fire escapes.



THE THREE "SAFETY FIRST" LEADERS

May-Oatway Automatic Fire Alarms **Pyrene Fire Extinguishers**
Davy Automatic Fire Escapes

Pyrene and the Davy Automatic Fire Escape are specially adapted for sale by Hardware Dealers.

Write for full information.

Ontario May-Oatway Fire Alarms, Limited

92 Adelaide St. West, TORONTO, Canada



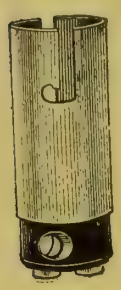
G16 G12 G8 G6 G6 G8 G12 G16

Any Voltage or Candle Power

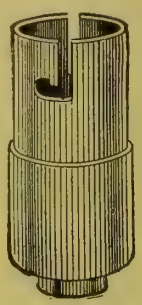
Miniature Candelabra, Single or Double, Ediswan Base

Flashlights
Hand Lanterns
Trouble Lights
Miniature
Incandescent Lamps
of every description
Automobile Sockets
and
Connectors
Radio Batteries

Offer Exceptional Opportunities for Profits



92



97



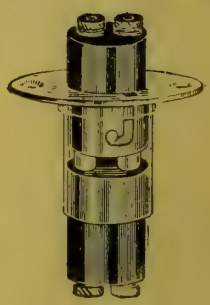
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98



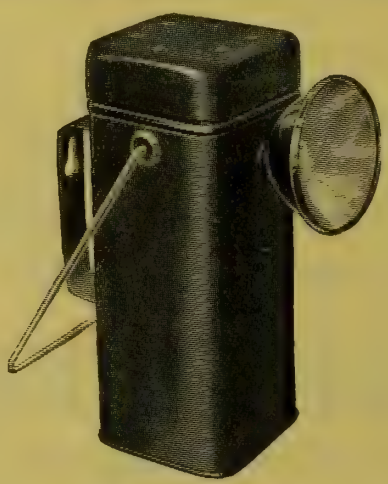
91



89

Every hardware dealer should carry our complete line to satisfy the increasing demand for our material.

Other hardware dealers are making good profits on our line. You can do the same.



No. 4821
Hand Lanterns





FRANCO HAND LANTERNS

OF late a few so-called hand lanterns, equipped with 1½ volt lamps, have appeared and the public was led to believe that any ordinary No. 6 cell would give a strong, steady light and that it would give forty to fifty hours' steady service. Some claimed even as much as seventy-five hours. Our extensive tests proved only 10% of these claims. We have refrained from bringing out a similar lantern to burn on one No. 6 cell, knowing how useless it is for a practical purpose.

After extensive experimenting we have succeeded and have produced our new RADIO NITROGEN BATTERY, which will serve the purpose and give the desired results. The illustrated article used with our 1009 battery and our FRANCO lamps opens a new field in miniature lighting.

New Catalogue illustrating our complete line. Mailed on request.

Radio Batteries for Flashlights and Hand Lanterns.

Long life in use and on shelf.

Radio Batteries are standard.

Franco Flashlights are made in various sizes, styles and finishes to suit every purpose. Fitted with Radio Lens Lamp and Radio Battery they excel all others.

Franco Flashlights are standard.

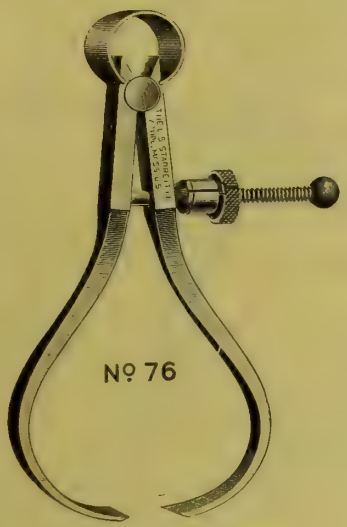
Interstate Electric Novelty Co. of Canada, Limited

220 King Street West TORONTO, ONT.

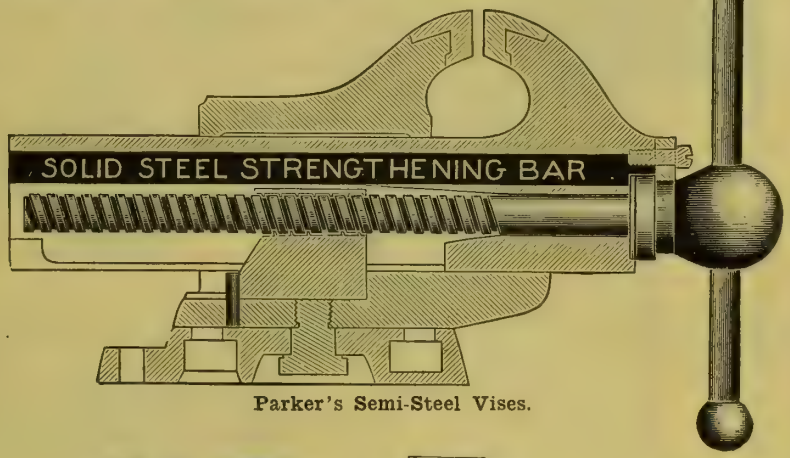
Mechanics' Tools
For Every Purpose



Hurwood Drivers



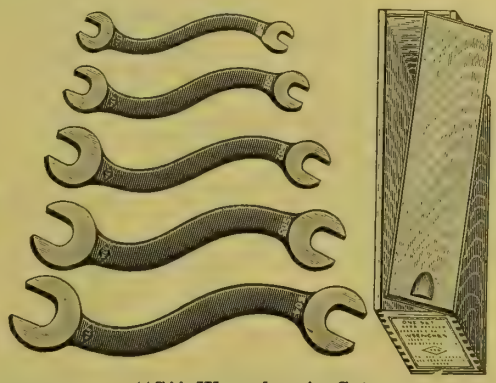
Starrett's Fine Machinists' Tools.



Parker's Semi-Steel Vises.



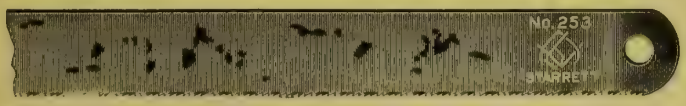
Coes Genuine Wrenches.



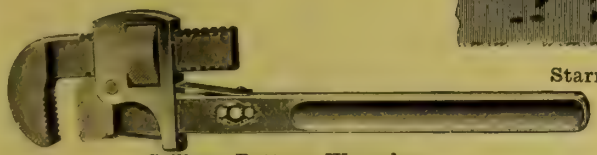
"S" Wrenches in Sets.



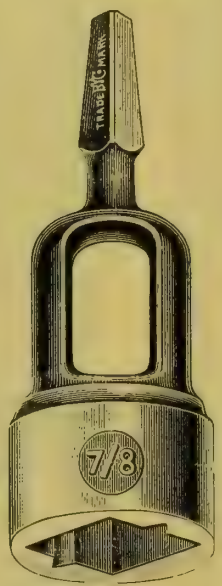
Westcott Wrenches.



Starrett Hack Saw Blades for Long Service.



Stillson Pattern Wrenches.



Bit Brace Wrenches.



Black Diamond Files
Nicholson's "Globe" Files.



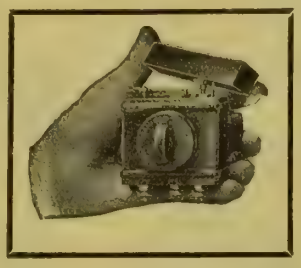
Machinists' Hammers.

CAVERHILL, LEARMONT & COMPANY

Head Office and Warehouses:
MONTREAL

Branch:
1073 Hamilton St., VANCOUVER

FORD MASTER VIBRATOR



The "American Master Vibrator" differs from all others. It takes the place of switch on coil box. No lock required. Metal case. Thousands now in use. Special attachment for 1914 and 1915 coil cases. Positively guaranteed for the life of a Ford car.

Dealers write for our proposition.

GEO. W. MacNEILL,
Exclusive Factory Agent

Accessory Department,
85 Richmond St. W., Toronto, Ontario

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

John Wanamaker says that advertising doesn't jerk — it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.



Send for your Copy

¶ In compiling this catalogue we have listed electrical specialties only.

¶ Our business deals wholly with manufacturing and distributing things electrical. For this reason we are in the best position to select a complete line of those electrical specialties known for their quality and dependability and to handle these specialties with the characteristic intelligence of a reputable house.

WRITE OUR NEAREST HOUSE TODAY

Montreal
Halifax
Toronto

Winnipeg
Regina
Calgary

Edmonton
Vancouver
Victoria

WIRES & CABLES
Northern Electric
Company
LIMITED
FIRE ALARMS
TELEPHONES
SUPPLIES



The Premier Tire Investment

Tire Purchases are investments to all intelligent buyers. In making investments the first consideration is the dividend.

Dominion "*Nobby Tread*" Tires are the premier tire investment of the world.

because—they pay the biggest dividends in mileage, being the lowest final-cost-per-mile tires in the world.

because—"Punctures 90% less" means greatest security for amount invested.

because—they are real anti-skid tires.

True Tire Economy for Everyone

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 8, 1915. No. 19

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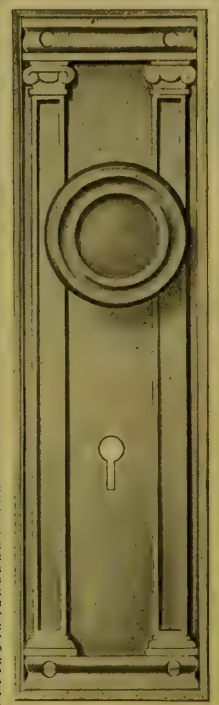
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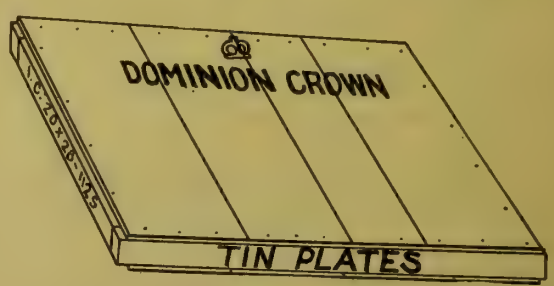
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HARDWARE AND METAL

Vol. XXVII. MAY 8, 1915 No. 19

Auto Accessories a Hardware Line

Twenty Thousand Auto Licenses Issued in one Province in Four Months—The Buying Power of Auto Owners—Hardwareman is the Logical Distributor.

FROM February 1, to May 1, 1915, approximately 20,000 automobile licenses were issued in Ontario alone. By the end of the year the total will probably reach 40,000. Last year the total reached over 35,000. These figures remember represent the Province of Ontario alone. In each of the other provinces of Canada several thousand licenses are issued annually. These figures are quoted simply to point out the vast number of people who possess cars, and to give some idea, if possible, of the buying power of this huge army of car owners.

The hardwareman when reading the above is liable to ask the question, "Where are these cars located?" Reference to the automobile directory will show that the car owners are well distributed throughout the province. A large number are located in the cities, but the most striking feature of the list, and the one that will interest the average hardwareman most, is that many thousands of the cars are owned by residents of the smaller towns and by agriculturists. With each succeeding year the number of car owners in agricultural districts increases with great rapidity. The farmer of to-day is just as eager to secure modern conveyances and conveniences as his city brother, and the automobile salesmen (many of them are retail hardwaremen) are devoting much time and attention to the development of trade amongst the farming fraternity.

Not a few of the car owners are retail hardwaremen and many of these merchants not only have cars for pleasure driving, but also for delivery purposes.

Now, when you try to figure the amount of money that is spent annually by 35,000 people on tires, spark plugs, pumps, gasoline, oils, polishes, and hundreds of other items called auto accessories, you will realize that a huge amount is expended each year. Let us suppose that each car owner in Ontario alone spends only $60 per year (this amount is very small compared with what is expended by the average car owner), the total is over two million dollars. These figures are based on one province only, and figuring an annual expenditure of only $60 per car. Who gets this business? Nearly all the accessories, gasoline, etc., could or should be sold by retail hardwaremen. Are retail hardwaremen getting as much of this trade as they should? Some hardwaremen are getting the trade—some are not.

It is well known that the biggest demand for auto accessories comes from the owners of Ford cars.

At the end of 1914 there were approximately 60,000 Ford cars in use in Canada. It is expected that this year the number of Ford cars turned out in the Canadian plants will number 30,000, and over 25,000 of these cars will be used in Canada, thus making a total of 85,000 Ford cars in this country at the end of 1915. These car owners are nearly all prospective purchasers of auto accessories. Who will get the business?

Many hardwaremen have found that trade this year, in some departments, particularly builders' hardware, has fallen off, and is below normal. Why not try to offset these losses by pushing auto accessories.

Study carefully the needs of the autoist and cater to him. The merchant need not invest in a heavy stock of accessories on the start. The average hardwareman has already in stock many articles which can rightly be called auto accessories. The autoist in addition to buying spark plugs, grease cups, pumps, jacks, wrenches, patches, cement, gasoline, oil, horns, tubing, oil cans, grease pumps, etc., also needs polishes, chamois, sponges, dusters, spoke brushes and dozens of other articles usually carried by the retail hardwareman.

The auto owner is usually a man or woman who can afford

(Continued on page 49.)



Main Entrance to Provincial Parliament Buildings, Toronto.

Accessories Over-Shadow Hardware

Hardware Store Opened 1901—*Motor Boat Supplies Added in* 1907 — *Automobile Accessory Department Opened This Year—Taking Advantage of a Strategic Position.*

WHO has not heard of Lachine Rapids, and read the stories, half legendary, half true, which are entwined around that region? It lies between Montreal and Lake St. Louis, whose banks are studded with the pretty country homes of countless Montrealers.

Anyone who has taken the Thousand Islands trip from Toronto to Montreal knows that the Rapids cannot be played with by a motor boat, and that to reach the city of Montreal, the best and only way is via the Lachine Canal. Similarly, to reach the lake (which is virtually the St. Lawrence River) from Montreal, the motor boat must come along the canal, and be transferred to the river at Lachine Locks.

Now there is another line of communication between the summer cottages of Lake St. Joseph and the Metropolis—a splendid stretch of road, which takes a sweep right at the locks, along which pours the automobile traffic, thicker and thicker year by year, between Toronto and Ottawa, and Montreal.

It will be seen then, that Lachine, and especially Lachine Locks where the boats are transferred to and from the river, is a strategic point for a hardwareman, particularly for one who handles automobile and motor boat supplies.

On the Look-Out.

Right at this bend where the traffic sweeps by at an obtuse angle, a hardwareman has occupied a strategic position. From his store he sees the motor boats as they are transferred from canal to river; he can observe whether they are equipped. If they are not, over he goes, grabs the owner by the collar and with pad in hand, says, "Now let's see, you'll want some gasolene before you go very far, you'll want an anchor, some rope, a paddle for when you are stalled near the rapids," and so on and so on, until he has the whole list down. The owner supplies the list gladly when he knows that this is W. E. Ranger, famed throughout the district as a motor boat racer.

Similarly he can see the automobiles passing. If one slows down, it is because he needs gasolene, and it only requires half an eye for anyone to see that this is headquarters for supplies, for it is emblazoned forth on both sides of the building. If it is a tire or gasolene, or a slight repair, Ranger can cater. If air is wanted, he has his electric pump at hand.

Ranger is a living refutation to the argument that the hardwareman is not the logical medium for handling automobile and motor boat accessories. He came to Lachine in 1901, and claims to have opened the first hardware store in town. Up to that time he had been a clerk in the employ of P. Deemers & Sons, Montreal.

Interested in Racing.

Coming to Lachine, it was not long before he became interested in motor-boating, for probably nowhere in Canada are there so many of these craft as on Lake St. Louis. In the town of Lachine alone there are said to be about six hundred motor boats. Mr. Ranger later began to interest himself in racing, and before long was recognized as one of the leaders in this sport, winning several championship cups, naming his boats Ranger No. 1, Ranger No. 2, and so on, just as Sir Thomas Lipton names his Shamrocks. His latest was a 200 h.p. boat.

With such a splendid knowledge of boats, it was natural that he should turn his attention to supplying accessories to the owners of boats who frequent the lake, and as he was known to practically every motor boat enthusiast in the district, he found his business growing at an enormous rate. Some idea of his importance in this line can be gauged from the size of his exhibits at the motor boat shows held in the Montreal Arena. Another indication is his claim to be the largest retailer of gasolene on the Island of Montreal. At any rate, his biggest profits have been made from gasolene and oil supplied to the hundreds of boats owned by wealthy Montrealers who live during the summer at the many lake resorts.



View in the Automobile Accessory Department of W. E. Ranger, Lachine.

Leaves Motor Boats Alone.

Mr. Ranger was never very successful with the sale of motor boats themselves, although successful in handling accessories. His experience has shown that to sell a novice a boat means that when anything goes wrong, he is called upon to send a man to make repairs. During the summer season the time of his men is too valuable for that. Eventually he was compelled to leave this end of the trade alone. His position on the lake front made a boat business almost impossible. His big profits came from men who had bought their boats elsewhere, and were too far away to call upon their dealer for every little thing that went wrong.

This does not prevent him, however, from handling engines. He is a frequent visitor to motor boats shows in Canada and the United States, and in

touch with everything that is new. With a new line of engine, popular because it can be easily attached to row boat or canoe, he has been unusually successful. There is money in this line, he says, if the customer is willing to pay cash, but they tie up too much capital if many are carried in stock.

Talking to a representative of this paper, Mr. Ranger expressed the opinion that motor boat accessories were profitable as long as the hardware dealer has the right spot. Obviously there must be water, and there must be motor boats. It is also important that followers of this sport know that you are handling accessories. Judging by the way Mr. Ranger has featured his name around Lachine and the canal, he is anxious, apart from his fame as a racer, to get all the publicity he can.

Advent of Auto Accessories.

Two years ago, it became evident that there was going to be a big demand in Lachine for automobile accessories. Handling this line was easy for Ranger, having already paved the way by means of his motor boat supply business. At that time the number of automobiles in Lachine could be counted on two hands. To-day there are close on a hundred. The demand came not alone from these cars, but from the hundreds which passed through on their way to the lake resorts, as well as to Toronto and Ottawa. Motorists, seeking his gasolene signs, were beginning to stop, and were asking for tires, and other accessories, and he was literally pushed headlong into the business. Its importance can be gauged from the fact that although he has built up the premier hardware business in Lachine, it has become a side line when compared with his business in automobile and motor boat accessories. Hardware comes in very handy through in wintertime.

Mr. Ranger made a statement when asked what was the secret of his success in auto and motor boat accessories, which should be noted by all hardwaremen. "It is a business requiring hustle," he replied. "We see that the accessories supplied are those which will give the highest satisfaction, and we build our business on that reputation. When service is wanted, it is usually wanted in a hurry. Our clients in most cases are people who are out for a good time, and they have no time to lose. If we can save the afternoon for them by giving rapid and excellent service, they are quite willing to pay well for it. A man never forgets good service in time of trouble, and similarly he never forgives the man whose service is poor and slow."

Until this year, one of the faults of this store was that new departments had pushed themselves in to such an extent that hardware was losing its identity. Anchors fraternized with enamelware and paint tins were on equal terms of intimacy with tires and spark plugs. It became necessary to departmentalize. An addition was made at the rear, and in the shuffle, automobile accessories found themselves in a section all to themselves, and a special show case was handed over for the display of motor boat fittings. An oil pump was installed near the door in order to give quick service. Besides this, there is a gasolene tank on the water for boats, one on the road, one on wheels, and two reserve tanks in the ground. His lubricating oil is put up in cans, bearing the words "Ranger's 100-Mile Oil." His stock of accessories is probably as complete as can be found in any retail establishment in Canada.

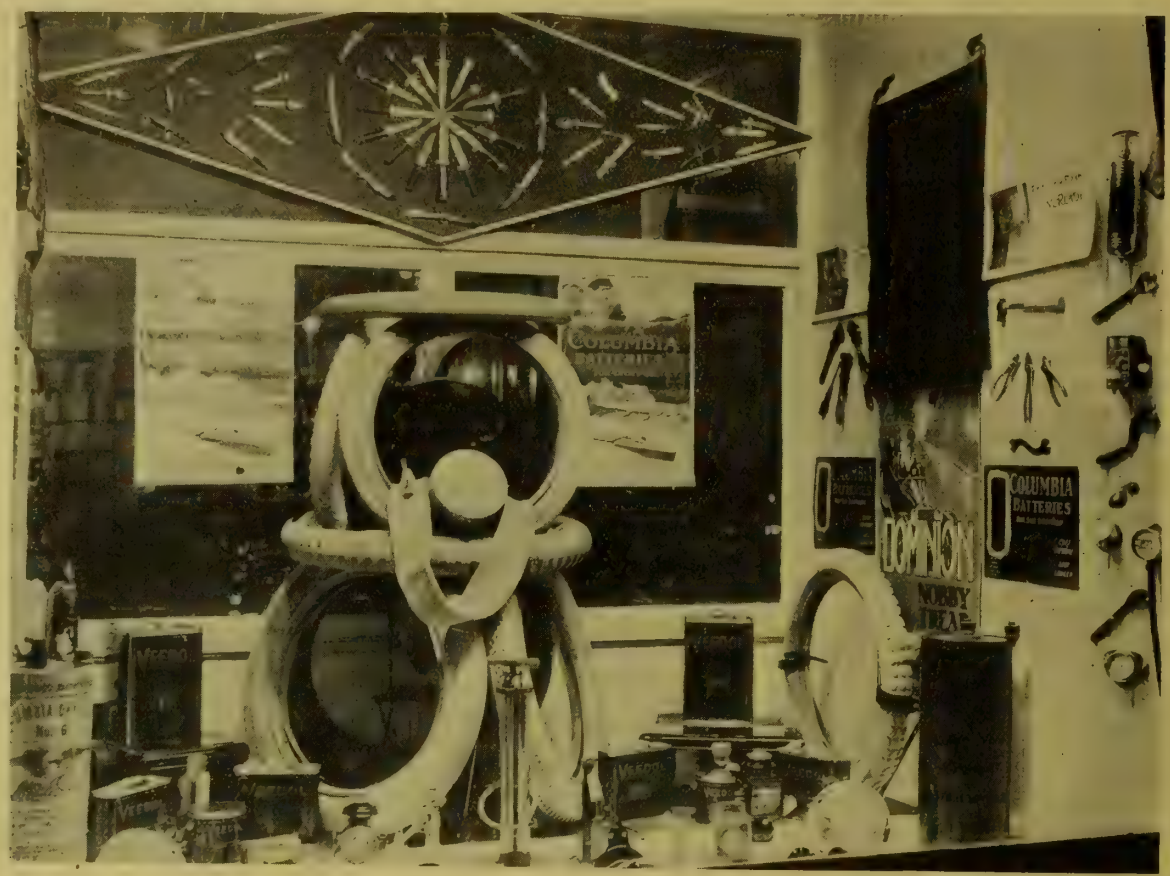
The demand for tires comes mainly from car owners in Lachine or from travelers who have met trouble. This necessitates keeping a stock. Being within easy reach of Montreal, he is able to secure supplies quickly, thus enabling him to keep his tire stock down to a minimum.

A New Demand.

A change is taking place, which is going to have far-reaching effects on those who handle accessories. Until a year or so ago, practically the whole of the motor traffic passing through Lachine was in pleasure cars betwen lake resorts and the city. These have now been joined by business cars. Motor trucks are frequent passersby, and are repeatedly getting into trouble; all of which brings business to the Ranger store. He himself is president of the Ranger Auto Service Co., Ltd., which runs a service of two auto buses between Lachine and Dorval. Naturally the necessary gasolene, oil, and accessories are purchased right in the store. The commercial end is creeping in, even in motor boats. Considerable business is secured from a company operating a service of boats between Lachine and Caughnawaga—the Indian reserve on the other side of the St. Lawrence.



Display of Motor Accessories by W. E. Ranger of Lachine at the Montreal Mo tor Boat Show.



Window Display of Auto Accessories by Lariviere Inc., Montreal, Que.

Pointers on Carrying Auto Accessories

A Few of the Lines That are Popular Sellers—Lines Carried by One Firm—What Some Hardwaremen do—Getting Customers Interested.

BY T. E. HUNT.

WHEN considering adding auto accessories to your present stock, there is one thing to consider first—Are there sufficient cars in your town to warrant your starting this business? Can't sell accessories if there are no cars. Furthermore, there must be some Fords among them—in fact, the more Fords there are the better because, generally speaking, all other automobiles are equipped, and require very little, outside of pneumatic tires and tubes, and goods for repair work.

The Ford car is the most popular one (fortunately for the hardwareman), it needs the most accessories, and is likely to keep on needing them, because, judging by the way the price is being kept down, it is unlikely that they will be put on the market more fully equipped.

It is vitally important that a man going into this business try and familiarize himself with new lines that are likely to interest the motorist, thus he will avoid stocking up on accessories that become unsaleable.

Fashions and Accessories.

Automobile accessories, like millinery have their fashions, and just as the wise milliner never carries a heavy stock of hats which are not likely to be worn next season, so the hardwareman, by carefully studying the automobile situation, should avoid buying accessories which are likely to be left on his hands next year. Thus it will be seen that care is required in buying.

A good plan is to keep stock fairly low and renew often. Don't be tempted by quantity prices except on lines you know to be good sellers and for which you have an outlet.

Have Your Own Car.

There is no better way of getting a good knowledge of this line, and at the same time of displaying your goods, than by having a car of your own. Many accessories have to be "talked up" or demonstrated to sell. Order-takers cannot sell auto accessories. They require a salesman.

If you have a car equip it with the latest accessories. Then people will stop you wherever you go, and ask, "Where did you get that?" If they are inclined to buy, invite them to call at your store. Many sales are made in this way.

In discussing suitable lines to carry, mention will be made of many of which you require only one, and that one should be on your car. Thus your car becomes a sort of catalogue.

Selling By the Way.

We will assume that the hardwareman who is contemplating handling accessories, has already done considerable business in gasoline. That is one of the best tests of whether there is sufficient

(Continued on page 54.)

The Chauffeur, and His Commission on Tires

Montreal Hardwareman Relates His Experience with "Gentlemen" Who Drive Cars.

Written by a Montreal Merchant.

OF all motor accessories, I think tires pay the best. If they don't, they should. Going after this business it is wise to secure a list of automobile owners, and to go after them. But be careful how you do it. You will sometimes run up against a class of individuals who require careful handling. I mean the chauffeur.

There are good and bad chauffeurs. There are some whom I could take into my confidence; but there are some whose business I do not want. I would rather some chauffeurs did not come into my store than do business on their terms.

When they bring business to your store some of them demand a commission, amounting to four or five dollars a tire. Now you must either pay that yourself or charge it to his employer, or lose the business. There is still another course you may follow: You can advise the employer of what is going on, and suggest that he purchase his own tires. If a chauffeur is fired for taking his commission, he will be hired by someone else, and will continue to take his commission.

The owner of a car who can afford a chauffeur very often allows that man to buy his tires, and it does not matter much to him whether the chauffeur gets a rake-off from the dealer or not. If he comes to buy the tire himself, he naturally brings his chauffeur with him and asks his advice before buying. And what the chauffeur says, often goes. So that if he recommends your tires, you may confidently expect a visit from him the next day demanding his commission.

Go Direct to the Owner.

I have no doubt there are chauffeurs who are looking for good tires rather than commissions. If there are such, I welcome them, but, in the meantime, I am content to leave these "gentlemen" alone. The unfortunate thing about it is that these men are often among the best in the business, and are employed by owners of the best cars, men who have the money to spend. The only alternative is to go direct to the owner, show him that you are carrying the best lines, and have him instruct his chauffeur to get his accessories only at your store. Then, of course, the chauffeur can make it unpleasant. Either we have to please him by giving him a commission, or by making him a present of something. This is one of the biggest difficulties I have to contend with in the accessories business. The situation is the same as in the paint department where the painter sometimes demands a rake-off for buying his paints at the store. In the case of tires I absolutely refuse to placate the chauffeur. I simply will not do business on that basis; I prefer not to have it at all.

I recall to mind several cases of abuse on the part of the chauffeur. A gentleman drove up one day and asked to be shown some tires. He turned to his chauffeur, and said, "Do you think they are all right?" The chauffeur nodded, and the tires were bought. Sure enough, the latter called next day, and demanded his commission. It was refused, and I suppose I lost all future business.

Chauffeur's Real Function.

This practice is sometimes carried to lines outside of the auto accessory department. On another occasion a gentleman drove up and made a heavy purchase of sporting goods, which are carried in the same department as the accessories. His order amounted to close on two hundred dollars. Next day, around came Mr. Chauffeur with both hands open for his commission.

"Why should I give you a commission?" I asked.

"Did I not bring a customer to your store?"

I laughed.

"You sure did," I replied; "that's what you are paid for—to drive customers where you are told to drive them."

A friend of mine came to the store one day, and asked how it was that the cost of tires at garages was so much heavier than at the hardware store. I knew what was the matter instantly—the garages were adding the chauffeur's commission to his bill. I did not say anything about this, but asked him to send his man around to my store next time. He promised to do this, and in course of time the chauffeur arrived, accompanied by the owner. The tires were bought. The chauffeur came around the following day for his commission, which was promptly refused. Then I called up the owner, and told him exactly how things stood, and especially why he was paying more money to the garages. He wanted to dismiss his chauffeur at once, but I asked him to wait, for I was sure that, in a very short time, the chauffeur would denounce the tires as worthless. It came to pass as I expected. The chauffeur one day drew the master's attention to some big cuts in the tires. He immediately drove over to the store, and showed them to me.

"It is the work of the chauffeur," I said, "and to make sure, I want you to drive over to a tire expert."

I gave him the name of a firm with whom we were not doing business, so that their opinion would not be prejudiced; and he went. The expert opinion was to the effect that the cuts had been inflicted by a sharp stone or a knife —not by regular usage.

When he reached home, the owner got his chauffeur in a corner, and applied the third degree, eventually wrenching from him a confession that he himself had made the cuts.

Of course, I must say that although there are a great many chauffeurs looking for commissions, they are not by any means in the majority and I have cultivated the good will of a large number of chauffeurs who do not look for commissions. My store is located in one of the largest cities in Canada, and I meet a class of men, not encountered in the smaller places. I believe that the hardwareman in the smaller city or town can get very close to the car owners and thus eliminate this one objectionable feature "commissions."

USE OF POSTAGE STAMPS.

The Post Office Department, Ottawa, sent out the following notice a few days ago:

"Enquiries having been received in regard to postage stamps being used for the prepayment of war duties on bank cheques, bills of exchange, promissory notes, express money orders, proprietary or patent medicines, perfumery, wines or champagne, as well as upon letters and post cards, postal notes and post office money orders, notice is hereby given that this use of postage stamps is in strict accordance with the provisions of the special War Revenue Act, 1915, which provides that postage stamps may be used in lieu of Inland Revenue War Stamps in fulfilment and discharge of any requirement under the Act that adhesive stamps be affixed.

The public is at liberty at all times to use postage stamps for any purpose for which Inland Revenue War Stamps may be used, but it is especially provided in the Act that Inland Revenue War Stamps are not to be used on letters, post cards, postal notes or post office money orders, the only stamps allowed on these being ordinary postage stamps or postage stamps upon which the words 'War Tax' have been printed."

Hardwaremen Advertise Accessories

Hardwaremen are Using the Newspapers to Feature Automobile Accessories—What the Hardwaremen Feature in Their Advertisements—Many Items are Regular Stock Lines.

NOT a great many years ago it was the exception rather than the rule to find a retail hardwareman who used the daily or weekly newspaper to feature any one particular class of goods. Advertisements usually referred to the general stock of hardware staples carried by the firm. Once in a while, prices were quoted, and illustrations were used to attract attention and to show the goods, but there was seldom an attempt made at specialization such as there is to-day.

The hardwaremen of twenty years ago did not have the specialty side lines that are available to-day. In those days it was largely a case of pushing staple goods. To-day there are many side lines. Necessity, the mother of invention, has been responsible for the development of many new products during recent years, and fortunately for the retail hardware trade, many of these new lines are truly hardware lines. The average hardware store to-day carries an altogether different stock to the store of twenty years or even ten years ago.

If the hardwareman to-day finds that the building trade has dropped off to such an extent that sales of builders' hardware have declined seriously, he can very often offset a good portion of the loss sustained in the builders' department, by devoting more time and energy to the sale of specialty lines. It has therefore been quite customary during the past few years to see many newspaper advertisements featuring special lines. Electrical goods, dustless mops, vacuum cleaners, household utensils, and many other lines have become regular parts of hardware stocks and it is not uncommon to see these lines featured in special advertisements.

Perhaps the most recent development in retail hardwaremen's newspaper advertising is in connection with auto accessories.

Quite a number of firms are paying particular attention to the trade of auto-owners and are making every effort to secure a good share of the rapidly growing trade of auto owners. There are many forms of publicity that can be used by the retailer but one of the most popular is the daily or weekly newspaper.

On these pages are shown four newspaper advertisements in which automobiles or auto accessories are specially featured.

The advertisement of T. McAvity & Sons, Ltd., features a number of articles which should interest the auto owner. This ad. is well supplied with suitable illustrations, and in each instance a description is given of the article, together



Newspaper Advertisement by T. McAvity & Sons, Ltd., Featuring Auto Acessories.



Taylor's News

"OF HARDWARE DOINGS"

PUBLISHED BY THE GEORGE TAYLOR HARDWARE, LIMITED

COBALT

SATURDAY APRIL 3, 1915 PRICE—YOUR ATTENTION

MR. AUTOMOBILE OWNER—HOW ABOUT YOUR TIRES AND ACCESSORIES?

This is an important question particularly at this season. Car owners are busy having machines overhauled and naturally the question arises—and it is an important one too—concerning the kind of tires to be used this summer and the extra accessories to be added for the providing of comfort and efficiency. Believing you are interested in the efficiency and economy of service we mention for your consideration something about our Garage and the stock we carry. We can prove that you can save money by purchasing your supplies of us.

TIRES

We handle, without question, the biggest stock of Tires in this country, consisting of Goodyear and Dunlop brands. We have the former in plain and all weather treads, while the latter may be obtained in the plain, the Dunlop Special, and the Dunlop Traction. You can buy tires in Cobalt just as cheap as in Toronto and furthermore, you are assured of the quality. We sell no seconds. Every tire is of first grade and we stand back of every sale.

AUTO ACCESSORIES

If you require anything in the shape of an Automobile accessory come to us. We carry it and we do take pride in saying this stock is comprehensive and complete. Among the many articles carried are Tubes, Pumps, Horns, Cements, Patches, Number Holders, etc., etc.

OUR GARAGE

Our Garage, situated opposite the new Town Hall, is well equipped with competent workmen who know how to do the work you want. Our Garage is known as a "First Garage," but still we can do all kinds of repairs on any kind of a car and our prices are reasonable.

Newspaper advertisement of the George Taylor Hardware Co.

with the price. Advertisements of this kind are the ones that count, and that make an impression on auto owners. One of the striking features of this ad. is that although called auto supplies, a great many of the lines shown are regular stock goods. For instance the combination pliers, wrenches, machinists' hammers, breast drills, mechanics' vises, bolt clippers, hack saws, pulley blocks, etc., are stocked in the majority of hardware stores, and yet in many cases hardwaremen have overlooked the fact that car owners are interested in these lines. The space occupied by this ad. measured 11 x 20 inches. The ad. is well balanced, and is one that should pull business.

The advertisement of Sinclair Hardware, Paisley, Ont., occupied a space measuring 6½ x 6½ inches. This ad. states that the motorist can secure anything in the line of accessories from a spark plug to the car itself. Sinclair's hardware, has handled autos and auto accessories for some time past, and pays special attention to the needs of the auto owner.

The advertisement of the George Taylor Hardware Co., occupied a space measuring 6½ x 8 inches. No illustrations were used in this advertisement. The ad. emphasizes the fact that the Taylor stores cater to the auto-owner and carry in stock large assortments of tires. The Taylor stores do a large business in auto tires, and carry a heavy stock. The advertisement also refers to the Taylor garage, equipped with competent workmen who undertake all kinds of repair work.

The Cochrane Hardware, Ltd., advertisement features in a general way automobiles and bicycles. This firm has the agency for the car shown in the advertisement. A good assortment of accessories is carried in stock at all times. In some lines of tires samples only are carried. These are of course the large and high price lines. When an order is received a wire is sent to Toronto and the tires arrive in Sudbury the next morning. If the motorist is in a hurry he is allowed to take the samples. During a visit of a Hardware and Metal representative an order was placed for two tires at $73 each on Monday night. The tires arrived on Tuesday morning. The profit amounted to 15 per cent. Bicycles are also carried by this firm and about 30 were disposed of last season.

Only four advertisements have been shown here but they serve to show that some retail hardware firms at least are making a strong effort to secure the motorists' trade. These firms are typical of hundreds of other retail hardware firms in Canada.

AUTO ACCESSORIES A HARDWARE LINE.

(Continued from page 43.)

to spend a considerable sum yearly on supplies. In addition to the goods needed for the auto, the owner will need many other articles of hardware for his home, and if you secure his patronage for auto supplies, you will likely sell him other hardware and paint lines for the home.

Getting a List.

The hardwareman who wants to go after the autoists' trade should have a list of all auto owners in the community. This is very easy to get. By spending fifty cents for the directory and about ten cents for postage, the retail hardwareman can secure a complete list of auto owners with street address, in the Province.

This list is a good one to work for other lines as well as auto accessories. Why not get a list now. If you do not know where to send for the list, write to Hardware and Metal, and you will get full particulars by return mail. Each province issues a list of all auto owners in the province and this list is worth many times its cost to the retail merchant who will use it.



SINCLAIR'S

The Hardware Store of Better Values

ACCESSORIES

We can supply you with anything for your car—from a Spark Plug to the Car itself.

PREST-O-LITE AGENCY

Motorists!

Isn't it About Time to Re-Tire?

Lower Prices on Casings and Tubes

Ford Size—30x3½ Inches

PLAIN TREAD, $14.00, guaranteed for 3500 miles. NON-SKID, $18.40, guaranteed for 5000 miles. NOBBY TREAD, $24.00, guaranteed for 5000 miles. GREY TUBES, $3.65. Other sizes in proportion.

Ford Specialties—A good stock of Ford Specialties and Repairs carried in stock. Call and see us.

Bruce 'Phone 11 Sinclair's Hardware Bell 'Phone 30

Newspaper advertisement of Sinclair's Hardware, Paisley, Ontario.

In this issue of Hardware and Metal many auto accessory firms are advertising goods which could be profitably sold by retail hardwaremen to auto owners. Study the advertisements of these firms and write to them for particulars and prices regarding the goods offered for sale. The auto accessory lines is rapidly becoming recognized as a hardware line. The hardwareman is truly the logical distributor of auto accessories.

You will remember a few years ago how many hardwaremen resented the idea that electrical appliances were a hardware line, yet see how many hardwaremen are selling electrical irons, toasters, percolators, vacuum cleaners, tungsten lamps, etc., to-day.

A very few years from now auto accessories will form a part of every hardware stock and there will be a good demand for clerks who are thoroughly experienced in handling auto accessories. The auto-accessory line is being rapidly introduced into Canadian hardware stores. Have you looked into the possibilities of the auto accessory line or are you leaving it to your competitors?

New Incorporations.

Ker & Goodwin Machine Co., capitalized at $50,000, head office Brantford, Ont., to manufacture and deal in metal and wood specialties, etc.



Everything is now in Running Order

WE COULDN'T IMPROVE OUR GOODS SO WE IMPROVED OUR STORE

AND NOW WITH IMPROVED FACILITIES PLENTY OF ROOM TO INSPECT AND SHOW GOODS, LOTS OF LIGHT AND A SYSTEM OF DISPLAY THAT MAKES IT EASY TO CHOOSE—YOU ARE INSURED SATISFACTION AND PROMPT SERVICE

Going to ride a Bicycle this summer?

The Cleveland

Do you want a Sewing Machine?

National

$25.00

THE STUDEBAKER

We are sales agents for this car. You all know it. Inspect it at our store any time.

SUDBURY'S GREATEST HARDWARE PHONE 88

COCHRANE HARDWARE

LIMITED

SUDBURY'S GREATEST HARDWARE PHONE 88

Advertisement of the Cochrane Hardwa re Co., Sudbury, Ont.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 8, 1915 No. 19

FARM TRADE is the backbone of the average hardwareman's business. He should cultivate it in every way.

* * *

ACHILLES WAS vulnerable only in his heel. Every man has his weak spot and the successful collector is the man who can find it.

* * *

KEEPING EXPENSES down is not the secret to success in the retail hardware business. Nevertheless the man who can get results on the lowest possible expenditure is the man who spends his declining years clipping coupons.

* * *

WHAT BANK manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

* * *

THE MAN at the head of the business should know how to keep the men responsible for the various departments of his business "out of the ditch." In other words to keep employees from doing the wrong thing.

* * *

THOUSANDS OF men who have succeeded had no better chance, perhaps a chance not half so good as thousands of others who have failed. This fact is gradually becoming clearly and definitely fixed in the average modern mind.

* * *

THE RECOLLECTION of quality remains long after the price is forgotten. This saying has become a proverb. But it might well be added: The annoyance of a cheap purchase lasts long after the satisfaction over the lowness of the price has passed away.

* * *

A BUSINESS organization may be ever so magnificently constructed; may be organized with almost infinite perfection, yet a few erroneous policies will run this organization into an "iceberg," and the work of years, the experience of many men all go down in the mad whirl of business blunders.

* * *

A MAN SUCCEEDS because he thinks success. Because he has prepared himself through nights and days of work and study to take advantage of something worth while on the day it arrives. The man who frees his mind from rubbish, from self-complacency, is the only man who is in a physical, moral and mental state to accept something big when it comes his way.

Retailing Poisons

IN last week's issue of Hardware and Metal appeared a summary of the legal provisions governing the sale of poisons in hardware stores in Canada. Activity is being shown in certain quarters in the enforcement of the law with respect to the handling and sale of poisons, such as wood alcohol, paris green and arsenate of lead. Even where purely technical omissions have been made, the rigors of the law are being evoked.

Hardwaremen should be careful to see that they are living up to the letter of the law in their methods of handling these lines.

Selling Auto Accessories

DURING the past ten years many new specialty side lines have been added in Canadian hardware stores. As the sale for these side lines developed, they became a regular part of the hardware stock until to-day we find the hardware stock in the average hardware store much different to the stock carried a few years ago. During the past three years a new line has sprung into prominence —auto accessories. Hardware merchants are the most logical distributors of auto accessories. Supplies for the auto owner fit in splendidly with many of the other lines carried in the hardware store, in fact, many articles that have always been recognized as part of a hardware stock can really be classed as auto accessories. The patronage of the car owner is very desirable.

The number of car owners in Canada is growing by leaps and bounds. Of one car alone, there were 60,000 in use in Canada last year. Nearly 30,000 more will come into use this year, making a total of 90,000 cars of one make alone in use in Canada. Many thousands of dollars' worth of supplies are well needed annually for this particular make of car alone, not to mention the many thousands of other cars in use throughout the Dominion. Hardware jobbers are now taking up auto accessories and a number of jobbing firms are carrying special assortments of auto accessories, whereby for a modest investment the merchant can secure a representative stock of popular selling accessories. Every merchant can secure a list of auto owners in his district with their address. The Provincial Governments issue directories of all auto-license holders and these can be secured at a very reasonable cost. The merchant, by going through the list, can secure a very valuable mailing list of auto owners in his vicinity.

In this issue of Hardware and Metal a large num-

ler of accessory manufacturers and jobbers are advertising auto accessories. Every hardwareman should study the advertisements and where interested should get in touch with the advertiser.

Auto accessories, as a retail proposition, carry a very healthy profit. They are rapidly becoming recognized as part of the modern hardware stock and many of the best hardware firms in Canada have regular automobile supply departments.

Something For Nothing

EVERY once in a while some new and practically unknown concern circularizes the retail hardware trade, making tempting offers, and telling the hardwareman how, by following out certain instructions and signing his name to a document which is enclosed, he can make a large amount of money, in fact the literature sent out would almost lead one to believe that some charitable institution had been started, especially for the benefit of the retail hardwareman. Very few firms can afford to give "Something for Nothing." We therefore advise every retail hardwareman to fully investigate the "business reputation" of any firms making extraordinary offers through the medium of circulars with "enclosed agreement," which the merchant is asked to sign.

Some very tempting propositions (according to the literature distributed), are being offered to Canadian hardwaremen at present. Be sure and investigate them before you bite or get bitten.

The Metal Markets

THE metal markets are still in a very unsettled condition. There is a good demand for some metals used in the manufacture of war munitions, but ordinary business is quiet. During the past few days there have been large inquiries but very little actual business has been transacted.

Spelter stocks are very low and spot spelter in Canada has almost all disappeared. The continued high price of spelter has again been felt and galvanized sheets, galvanized plates and sheet zinc have advanced in price this week. Another general advance in galvanized wares is expected before long. The continued high price of copper has forced up the price of copper sheets, rivets and bars. An advance in copper wares is predicted for the near future. Tin is unchanged from last week and is in good demand. White lead is steady and unchanged. Antimony has advanced again this week and the spot market is very strong. Antimony has reached the highest price on record and little or no antimony is being offered for future deliveries. The American Metal Market under date of May 4, refers to the New York market as follows:

"We can report sales of Chinese and Japanese antimony for prompt delivery at 33c per pound, duty paid, and there is nothing offering in this market to-day at under 34c. Buyers have raised their bids on futures to the equivalent of 32½c duty paid for July, August and September deliveries, but no futures whatever are being offered. Bids have been cabled to the East, but the answers come back that there is nothing for sale at present for any shipment. Dealers and importers do not know what the exact situation is in the East and are much puzzled at the refusal of the Chinese and Japanese to sell at the fancy prices that are now being bid. There seems to be something up, but what it is, they do not know. The strength of the situation is so plain, however, that no one can be tempted to sell the metal short, although the price is nearly 500% higher than it was before the war broke out."

A London, England report states:

"The tone is as strong as ever, and English makers are not willing to consider anything below about £88 a ton for regulus, which price they have been able to obtain on several occasions. There is a genuine dearth of material, both in the finished and raw states, and the chances are strongly in favor of prices rising to higher figures yet. It is very far from easy to obtain crude, and next to impossible to buy foreign regulus, for all supplies available have long ago been taken up by Russia."

Kept Above the Billion Mark

THE trade returns for Canada for the year ending March 31, 1915, contain strong grounds for confidence in conditions. Canada is still a Billion-Dollar Country by a margin of $78,173,240. The decline from the total of $1,112,562,107 for the previous year is very slight under the economic conditions that ruled for eight months of the twelve.

Imports for the year amounted to $587,364,363 and domestic exports to $409,419,500. In 1914 the imports were $633,564,000 and the domestic exports $431,589,658.

The most encouraging aspect is the improvement shown in the last month, marking a movement back to normal and beyond. The imports declined from $54,520,229 in 1914 to $40,858,179 this March, but the exports increased from $26,701,026 to $45,118,922. This increase was not due to any one line of temporary activity. Manufactured goods represented $15,600,790, an increase from $6,239,290; agriculture rose from $6,512,546 to $12,438,145, and animals and products from $3,202,060 to $5,471,249.

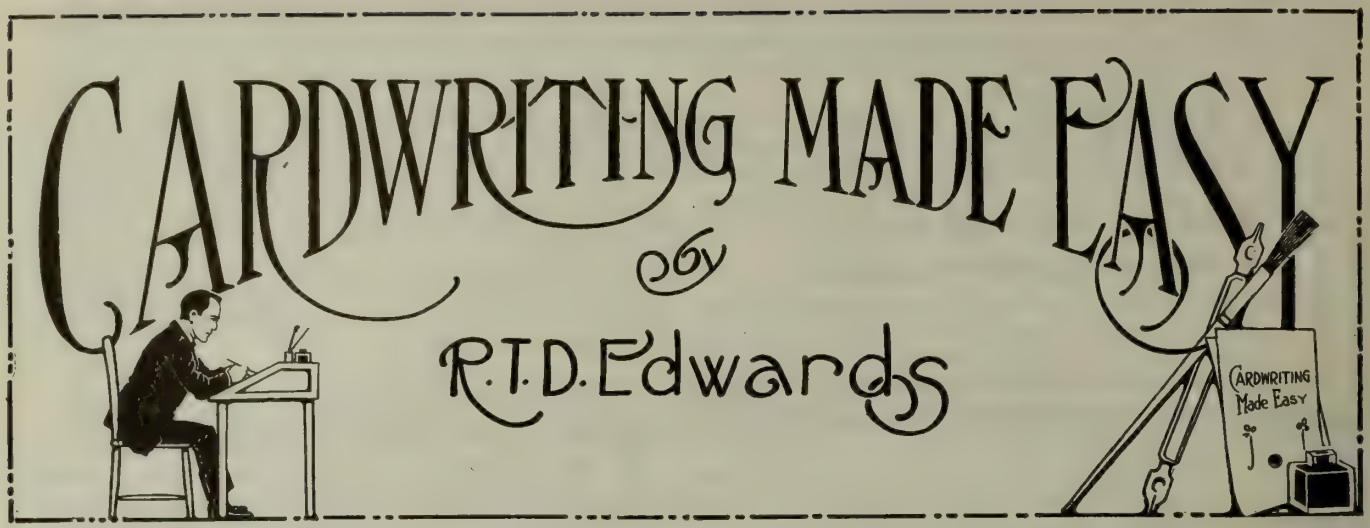
Thus it will be seen that even if orders for shrapnel, and other ammunition be counted on as only certain for a brief period, there is still the doubling in agriculture, a source of income that is certain to be retained to a great extent this year. The other two sources though scarcely as legitimate at this time in an estimate of our assets will continue to be responsible for the distribution of tens of millions of dollars to offset to a considerable degree the shrinkage in ordinary avenues of production and export.

Uniform Half-holidays

ALREADY some towns are observing the weekly half-holiday. It appears to be taking hold even earlier this year than it has in past years.

Hardware and Metal has one suggestion to make in this connection. A uniform date should be selected for the half-holiday wherever it is observed. Up to the present the practice has been for the stores in the various cities and towns to select their dates without regard to what is being done in other places. The result is that the dates selected vary. In one place the stores will close on Wednesday, while in a town a few miles away, Thursday will be selected. Over in the next country they may be observing Friday or Tuesday. In consequence, the traveling man's operations become more or less of a gamble. He is never quite sure when he strikes a town whether he will find anyone around or not.

Such confusion is not desirable, nor is it necessary. By the selection of a uniform date early in the season, all trouble could be avoided. Wednesday is probably the day most commonly selected. Why not make it general the country over?



LESSON NO. 5.

AT the outset I wish to impress upon followers of this course the utmost importance of mastering last month's lesson before proceeding with this one. Have you secured your brushes and proper materials as advised to do the work? If you have not then you are just one month behind. I would strongly urge you to hurry. Don't think that because these lessons are free, you can let one slip by and start in on the next. This can be done in a way, but it is not advisable. If you do this you are losing an important part of some alphabet or figure work which links one lesson to another.

In other words if you wish to make a complete success of this course, the lessons should be treated as if you were paying a high price for them. Your brushes should be of the highest quality sable. The camel hair variety is of no use for water color work. Be sure you get an over-abundance of supplies and do not get tools not advised in these lessons. There are many agents traveling from town to town with devices for making show cards quickly, the manipulation of which need no experience. My advice is keep your hand on your money. You may have been "stung" already but this is just a tip for the future.

See Figure 1 of last month's article for illustration of brushes.

Chart 5.

In the chart shown this month we have a continuation of last month's brush stroke square face lettering. These letters go hand in hand with the figures of that issue.

Each stroke is just one sweep of the brush and must be made with a free arm movement. There are many old-fashioned card writers who work with their right hand resting on their elbow, but this method has long been discarded by modern card writers, and should not be used.

There is one thing to be remembered while studying card writing, and that is not to lay too much stress on accuracy. The main thing is to work for effect. Try to keep your cards from the "set" appearance given by type. Allow them a free and easy appearance. Remember that your work is not going to be criticized as a work of art but for its selling and trade drawing value.

You will note in a good many of my illustrations letters that are not perfect but have that free and easy show card appearance.

To begin practice lay out a half sheet of cardboard with guide lines one and one-half to two inches apart according to the size of the brush, you are using. Practise and re-practise many times the exercises and letters shown in the chart.

Fig. No. 2 illustrates the method for practice work.

Fig. No. 3 gives the correct position of the hand while holding the brush.

The Chart.

The "A" is a six stroke letter. Care should be taken to get both sides of the same slant. Note the position of stroke three.

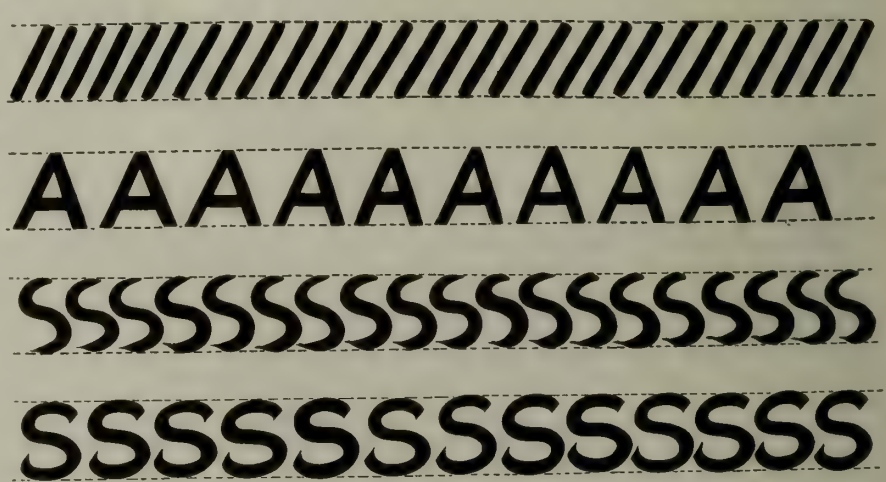
Stroke three of "B" is placed above the centre of the letter. This is not a necessity but gives it a more show card appearance than if it were placed exactly between the two guide lines. Note where the small cross bars indicate the joins of the strokes.

The "C" is composed of two main strokes. They must be made quickly as should all oval letters or curved strokes. The "D" is made with four strokes. Note where stroke four joins two and three.

Stroke three in "E" and "F" is curved. This is not necessary but it takes away their plain appearance. It can also be made straight.

A whole half sheet of cardboard is not too much to waste on the exercises before the "G." This stroke is used in the construction of several letters on this chart. Stroke three of the "H" must be kept parallel with both guide lines. The "I" is simple, must be made absolutely at right angles with the guide lines. The "J" has two main strokes.

Stroke one must curve before it comes in contact with the lower guide line.



Practice Exercises
Fig. 2.

This illustration shows how to conduct the practice exercises.



How these letters are made is explained fully in this article.

The second stroke of the "K" is made by drawing the brush in either direction. This is just a matter of which ever comes easier to the student. I make it both ways myself.

The "L" has two main strokes. Slant

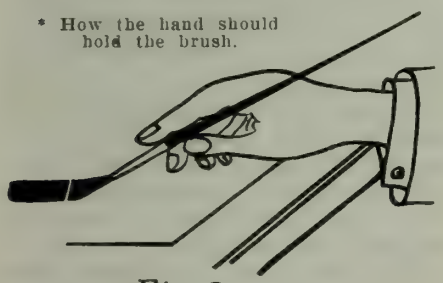


Fig. 3.

the end of stroke two as shown. Care should be taken to have the slant stroke of the "m" to join as nearly as possible in the centre of the two uprights on either sides.

Practise this letter many times. The strokes one and three should not be as far apart as the corresponding ones of the "m."

Only Two Strokes to the "O"

The "O" is the only two strokes letter in this alphabet. This letter cannot be practised too much. The strokes must be made quickly after they are begun. Note where the joins are. Remember that where the joins are shown it does not mean that the brush must stop abruptly at that point. In order to hide the joins it is necessary to overlap each stroke. The "P's" formation is similar to that of the "B." The difference is that the centre stroke comes exactly in the centre instead of nearer the top, as in the "B."

The tail of the "Q" is made with one stroke and with practice does not need a finishing stroke on the end. The rest of the letter is the same as the "O."

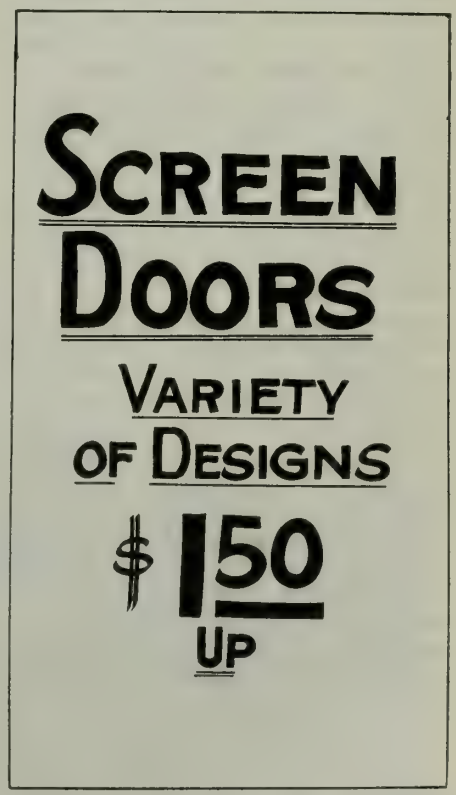
The "R" is the same formation as the "P" with stroke five added.

The "S" seems to give the beginner the most trouble of all. There are three main strokes in it. The top of the letter is slightly smaller than the bottom. This letter should be practised many times. The preceding exercise is very beneficial to the beginner. Stroke two of "T" should meet that of stroke one squarely in the centre.

The strokes one and two of the "U" should stop about an eighth of an inch above the lower guide line in order to let stroke three curve up at each end and still rest on the lower guide line. Stroke one and two of the "V" are similar to those of the "A," only reversed. The "W" is two "V's" put together. Both sides should be of the same angle. The two main strokes of the "X" should cross as near the centre as possible. Strokes one and two of the "Y" should meet stroke three at equal distance between the guide lines. The "Z" will need a lot of practice. The slant stroke should specially be gone over often.

This is only one of the many designs of "&" that are popular with card writers. The finishing strokes should not over-run the width of the main strokes. The arrows indicate the direction in which to draw the brush.

The accompanying finished cards illustrate this and last month's lesson.



Suggestion for Show Card Featuring Screen Doors.



Suggestion for Show Card to Accompany Garden Tool Display.

Cleanliness of the Show Card.

There are many little things which a beginner has to be careful of while learning to write cards, and most of them are found out by experience. Here is one which some think should be left to a person's own common sense; but I'm sure that a little time spent on it is not lost as it results in less work for you and less expense for the store in which you are employed. It is the cleanliness of the show card. It is often a great surprise to me, when I go into an exceedingly clean, well fitted store, to note show cards or price tickets soiled from finger marks or dust stained from long usage. The reason why these cards are left up has always been a mystery to me. There is just as much sense in a merchant or clerk wearing a dirty collar as there is of having a soiled ticket up for the public to see. These cards should be cleaned up if possible, and if that cannot be done, replaced with new ones. There are several kinds of rubber used for cleaning marks of cards but few if any will take a finger mark off completely owing to its oily nature. The best method for the removal of these disfigurements I know is by using dry pumice stone. This when rubbed on with a clean cheese cloth will remove the spots successfully. It should always be kept in a flat wooden or cardboard box that is easily gotten into.

Rub lightly until the spot is removed. By using this you can save many dollars' worth of tickets in a lifetime, and it makes the cards almost as good as new.

There are many other kinds of stains which mar the appearance of a show card and that cannot be removed successfully. This card should then be destroyed.

The Canadian Drill & Chuck Co., Ltd., capitalized at $20,000, head office Toronto, to manufacture and deal in all kinds of machinery and tools, etc.

POINTERS IN CARRYING AUTO ACCESSORIES.

(Continued from page 46.)

business available to warrant going into accessories. The man who can get gasoline customers into his store will soon find it easy to interest them in accessories. If you have an auto filling station, car owners will very often visit you. A Westmount merchant has a tray of goggles on his show-case, right close to the door, with a large ticket suggesting the need for protecting the eyes. This has brought business. He has other automobile goods displayed prominently in the store.

Then there is the question of tires. In the case of the city merchant, or one who is located within easy distance of a jobber, the question is easily answered. He can keep his stock down to a minimum, and never lose an order. Lariviere, Incorporated, Montreal, use a Ford car for displaying accessories, and they also use this machine to supply orders for tires and other goods.

The merchant in the country, while he is located some distance from the source of supply, is favored in that he does not have the competition to contend with such as is met by hardwaremen in the city. In most cases he will find it to his advantage to carry a stock, even though it is a limited one. One dealer finds that by taking an order for a tire one day, and wiring to his source of supply in a distant city immediately, he is able to secure delivery the following morning. His stock is small, and the profit he makes pays handsomely.

Sizes That Sell.

It often happens, however, that whereas a dealer can wait for any other accessory, he will not wait for a tire, even for half a day, and it is sometimes wise for the country dealer to carry some stock. The best selling sizes are 30 x 3½ (which is the size used by Fords), 32 x 3½, 33 x 4, 34 x 4, 35 x 4½, 36 x 4½, and 37 x 5. There are about thirty other sizes. Some of these sizes are interchangeable, and if the dealer is out of one, and the motorist must have a tire, he will probably take the other size. Where a dealer wishes to keep his stock down, and does little trade with large cars, he can do well by carrying the first four sizes, with corresponding tubes. To carry a big stock of tires is to tie up a lot of capital. To be in a position to buy intelligently, the country dealer should secure a list of car owners, and get the sizes of tires they use.

The stock of tubes should as a general rule be double that of tires. They sell twice as quickly, especially in the better grades. The sizes, of course, should correspond to the sizes of tires carried. The stock of chains should also be in the same ratio as the tires, i.e., the best selling sizes should be stocked.

Horns are good sellers. A stock of six or even less, will be ample, and should include hand-operated, motor driven, etc. A hand-operated horn sells for about $4, and the motor-driven for $12.00.

Your stock of spark plugs should consist of ½ inch standard, which is the best size, and a special Ford plug to sell at 75c or $1. The layout in this line should not exceed $25.

Repair Outfits Essential.

Repair outfits do not cost much, and should be kept on hand. A good stock should be secured for $6, and for another $4, a stock of blow-out patches can be carried. Tire gauges require to be pushed, and it is not difficult to show a man when he is buying tires that he should know the air pressure if he expects to preserve his tires. He cannot tell his pressure by looking at the tire, or by kicking it. A mistake of 15 or 20 lbs. would be detrimental. These retail for $1.25 or thereabouts.

Tool boxes are not good sellers nowadays. People like their running boards clear, and put their tools under the seat. One set of shock absorbers is sufficient for the small dealer. Master vibrators, for regulating coils move slowly; carry one in stock. Muffler cut outs are good sellers, and retail for about 1.50. Half a dozen is a good stock. Anti-rattlers sell for 50c, and a stock of ½ doz. each size, costing $6 is enough. These require talking up to sell.

The best way to sell radiators is to have one on your own Ford, and this is the only one necessary to carry in stock. If they are ordered, you can send for them. Tire holders, for holding spare tires on running board or at the rear, are good sellers. Six is sufficient. A stock of pumps is necessary, as there is always a call for them, also jacks, tire savers, etc. Running boards—would not

(Continued on page 65.)

Auto Accessories and the Jitney

Merchant Selling Auto Supplies Should Keep His Eye on the Jitney—Many Old Cars Pressed Into Service—Will the Jitney Stay With us?

THE jitney is a child of circumstances. The opportunist takes advantages of circumstances—and the children of circumstances. The business man is an opportunist in the literal sense. The moral of this definition is that the merchant who sells automobile supplies and accessories should keep his eye on the jitney. But we proceed apace.

Let us first introduce the jitney. It is the democratic name for that aristocratic vehicle of travel—the automobile. And being a democratic name it represents a democratic condition. In other words the dignified motor car, the plaything of the rich, has become the servant of the poor—for a consideration. That consideration is five cents in the plural.

The jitney like Young Lochinvar came out of the West. In name it represents the application of a term which means the smallest piece of money prevailing in many of the Pacific cities; in fact it represents the private car of any citizen with the inclination to carry the general public for hire in competition with the street railway systems.

Originating in San Francisco the innovation has swept east, and has spread to all parts of Canada and the United States. There are several definitions for this wave—popularity, business or circumstances are three of those mentioned. But we are not concerned with the reason, the theory or the explanation. The fact is that the jitney movement, first noted a few months ago in San Francisco, has spread like an epidemic until the motor car is serving the general public for a "jit" in all parts of the two countries, and there are hundreds of the caste-lowering automobiles seeking public patronage.

Jitneying, the latest American pastime, is practically without rules for either those who play it or play at it, if the distinction identifies to the reader the driver from the passenger. Any person with a car and the knowledge of driving it can enter into it as a carrier and any other person with five cents currency can take part as a carriee. However, the five-cent rule is one which makes the undertaking rather a questionable one from the profit-taking standpoint. Therefore, big business up to the present has passed over the proposition and the field is open to the individual who, with a car on his hands, may, for the time being, be satisfied to take a daily profit of comparatively small proportions to pay for his own services or those of a chauffeur and the use of his car.

But to come back to the part that is played in jitneying by the merchant with his automobile supplies and accessories. There are several factors which go to aid in the demand. The majority of the cars have seen service—it is doubtful if an investment in a new car would be found to be a paying one. The majority of them, too, need repairs and replacements to put them in condition to stand the campaign as a common carrier, and more of the like to keep operating; the loads are heavy and the passengers not inclined to be considerate of the expenses of the owner in their care of the vehicle.

The jitney may or may not stay with us; it may revolutionize street traffic or it may fade into posterity and pass with the bread lines. But for the time being it flourishes in many cities and while it does the demand for auto repairs and accessories must logically be increased. Tramway companies may worry about dividends, hack drivers about the price of oats, aldermen about franchises and the courts about the rights of the road but for the time being the man who sells or makes auto supplies—he should worry.



Hotel Door Key Tags.

L. E. Renault, Campbellton, N.B.—Please advise where we can procure tags suitable for hotel door keys.

Hamilton Stamp and Stencil Works, Hamilton, Ont.; Thos. Davidson Mfg. Co., Limited, Montreal, Que.; Toronto Stamp & Stencil Works, Toronto, Ont.; W. H. Banfield & Sons, Toronto, Ont.; Martel Stewart Co., Montreal, Que.; L. F. Grammes & Co., Allantown, Pa.—Ed.

Canadian Agents of the Belfast Twine Co.

John Acnes, Thornbury, Ont.—Kindly let me know the address in Canada of the Belfast Twine Co.

This firm has no Canadian office, but are represented in Canada by the Canadian Bag Co., Ltd., Montreal, Que.—Ed.

Pressure Gasoline Stoves.

Thos. Dodds & Son, Watford, Ont.—Could you please advise us where we could get pressure gasoline stoves?

The James Stewart Mfg. Co., Ltd., Woodstock, Ont.; the Detroit Vapor Stove Co., Detroit, Mich.—Ed.



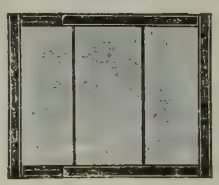
With the exception of four cars, all shown in the above picture were sold by a hardware merchant at Pense, Sask.

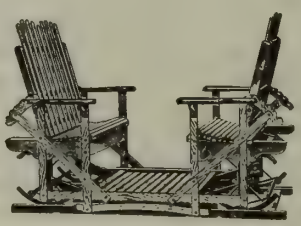
Addition to Electro Assortment

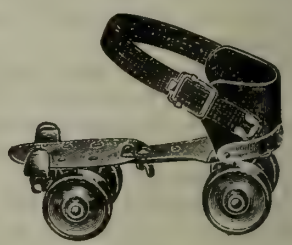
ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of fifteen cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal a few months ago, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.


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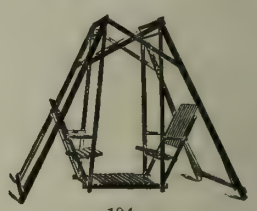

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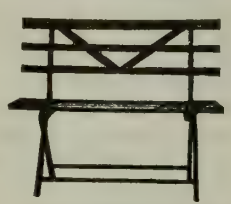

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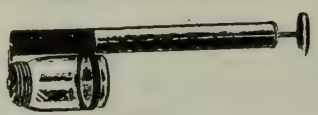

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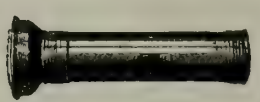

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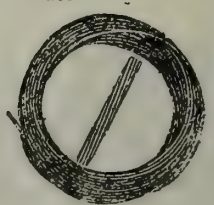

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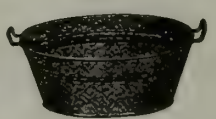

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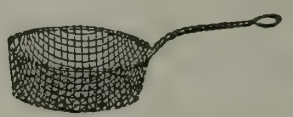

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What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—How Some Price-Cutters Secure Their Supply—Steel Trade in U.S.

How Some Price-Cutters Secure Their Supply.

From American Artisan.

IT is rather interesting to watch the campaign which is being carried on by the National Dry Goods Association against the use of coupons which are packed with the merchandise or "given" to the customer with the purchase, for although only in comparatively few cases has the merchandise coupon (packed with the merchandise) made much of a headway with the hardware manufacturers, there is little doubt that if the coupon people are successful in their efforts to stop the enactment of the bill sponsored by the National Dry Goods Association they will make a strong attack on manufacturers in other lines—which means that hardware dealers may have the "pleasure" of having coupons packed with saucepans, washing machines, stoves, cutlery, etc., and—what is far more important—of paying for these coupons.

There have for several years existed regular clearing houses for these coupons, with thousands of private "scalpers," who are buying up the various coupons on a cash basis.

A well known safety razor furnishes an excellent example of how this coupon proposition works out: The regular retail price of this safety razor is $5.00. It can be secured at one of the redemption stations for 250 coupons, each given with a 25 cent purchase. One hundred of these coupons are bought by the clearing houses for $1.10, thus making each coupon worth in cash 1 1/10 cents, so that the price at which the five dollar razor can be secured is $2.75, and it is stated on good authority that some of the cut price stores secure their supply of these razors in that way, thus securing them at a lower price than the manufacturer sells to the dealer.

So far as the value of merchandise coupons and trading stamps as trade stimulators is concerned it has been demonstrated time and time again that their efficiency is absolutely nil, because they simply add another feature of competition of which there is plenty and to spare.

Where before the advent of the trading stamp or premium coupon there was competition on quality, price and service—all of which are justifiable—when these new features were added, only another element of competition entered, without in any way adding anything to either quality, value or service.

The best policy for any retail hardware dealer to adopt with regard to trading stamps and premium coupons is to have nothing to do with the promoters of these pernicious schemes.

* * *

Steel Trade in U.S.

From New York Journal of Commerce.

APRIL was a more satisfactory month in the steel trade than early developments seemed to indicate, although railroad equipment orders were again light, and fabricated structural steel orders decreased 43 per cent. compared with the preceding month.

Buying of rolled and cast products for export, although not quite as heavy as in March, was most encouraging, and war orders closed during the last ten days mean further large buying of steel. April orders were probably 400,000 tons. One single interest took between 75,000 and 100,000 tons.

There was a slight decrease in output in shipments and in new orders during April by the largest interests, notwithstanding the large export trade, while the decrease with independent companies was more pronounced. The promise for the future, however, is causing a better sentiment and specifications against some domestic contracts are improving. The most important feature is the fact that higher prices are being obtained for both domestic and foreign shipment, which fact was reflected in the financial statement of the United States Steel Corporation for the month of March.

* * *

Outlook in West.

From the Financial Post.

THE Financial Post asked one of the representative implement men of Western Canada, whose operations are probably the largest in that territory, his opinion as to the outlook for business. He replied: "I believe that farmers have been thus far this year, and will be until crops are assured, very conservative in their purchases, which is exactly as it should be. While there is an entire absence of speculation in farm land, a considerable amount is changing hands—the purchasers being successful farmers with experience in that country. I make this observatoin from our own operations. We came into possession of quite a number of pieces of land in the way of protecting our second mortgage security. We have resold a large proportion of this to good farmers and at fair prices. It is true we have given long time, but the land is in this way again brought under cultivation and our security to a great extent protected. I do not believe that we will ever have another era of wild land speculation in Western Canada—at least not equal to that of 1911, but with anything like a fair crop this year, I look for normal business in 1916. The class of people that vacated the homesteads and other farms in that section last year have always done the same thing in a new country. The real farmers are staying with the land and will make good—at least our company are relying on that supposition, and are extending reasonable credit.

"I am sorry to say that I cannot report any improvement in the matter of collections. That is not surprising, however, in view of the unfavorable crop conditions of last year. There will be no improvement in collections until a profitable crop is marketed."

The facts we have given, coupled with the fact that the savings deposits in our banks are larger than they have ever been before, and that our banks have a larger amount of cash on hand in proportion to liabilities than at any time in their history, indicates that there is ground for anticipating more active business than has prevailed for the past few weeks."

Practical Course for Sheet Metal Workers

Article No. 29 of Series

By CHARLES SEIVERS

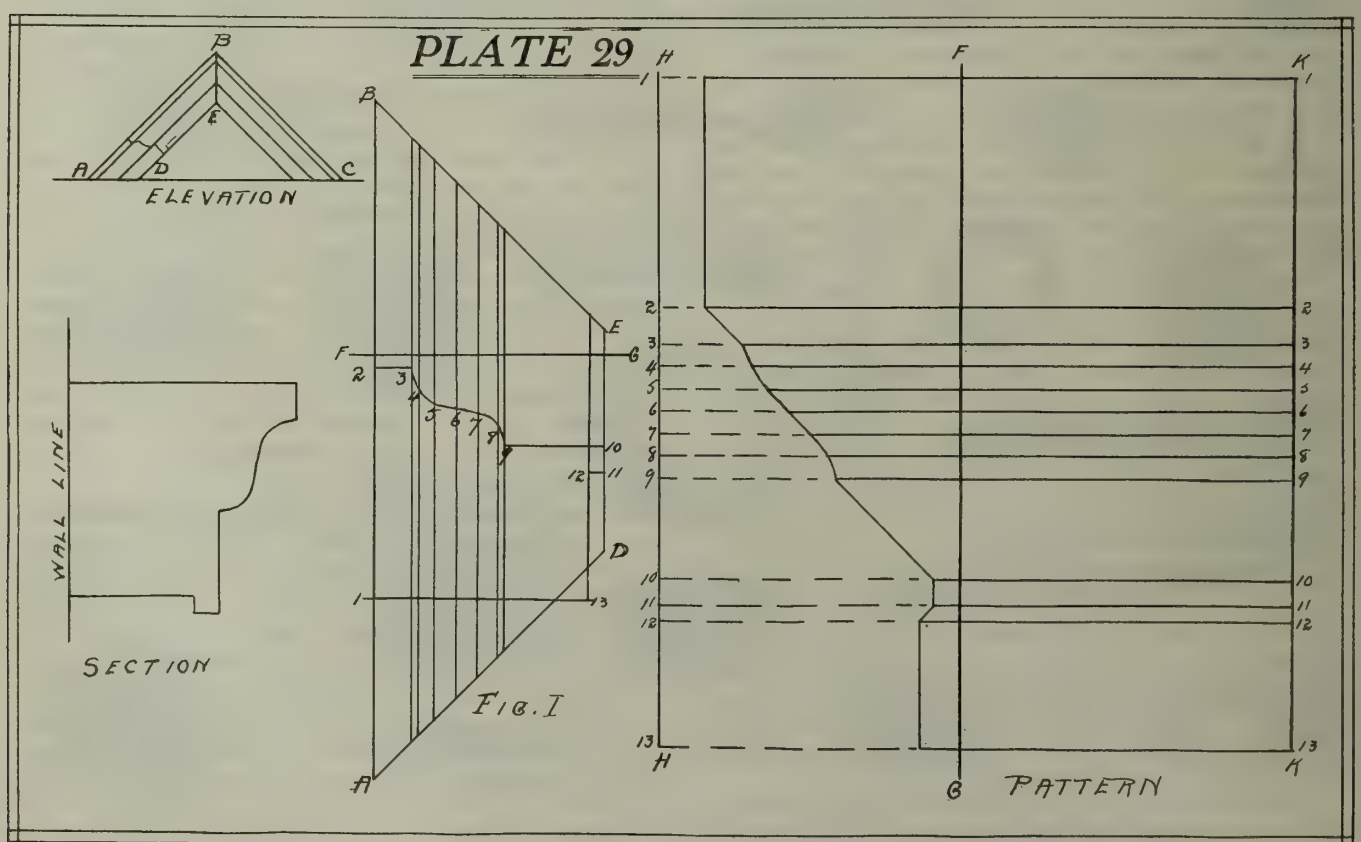
IN the problem described herewith is shown in elevation the view of a pediment A-B-C, resting on a flat surface as shown by A-C. The angle shown at B is a right angle, the mitres at A-P and B-E are also right angles, so that it is only required to develop one pattern for each mitre. Were the angle any greater or less, the mitre for each end would be different and would need to be developed separately.

At A-B-E-P, Fig. 1, are shown the two mitre lines B-E and A-D. Having drawn or laid out the angles, place or draw a section of the moulding in its proper position, seeing that the line on section marked wall line is at right angles to line A-B on elevation. It is necessary to place wall line of section at right angles to corresponding line A-B at Fig. 1.

Now divide the curved mouldings into a number of equal parts, and from each of these divisions and the angle at each straight member, draw lines parallel to A-B, until they intersect the mitre line B-E.

At right angles to A-B draw a line as shown at F-B, from which to measure from. Then draw two stretchout lines as seen at H-H and K-K, at right angles to H-H draw a line joining them as at H-K. On each of the two lines H-H and K-K, set off the spaces on section at Fig. 1, as shown by the numbers 1, 2, 3, 4, etc., and when set off, draw lines connecting 2-2, 3-3, etc. The pattern can be set off from either line H-H, or K-K, or any convenient line between. In this case a line between is used, F-G. Measure from line F-G at Fig. 1, to the mitre line B-F, on each of the lines drawn through the divisions in section, and set off from line F-G in pattern. Making sure that the distance on lines from the several points are placed on corresponding lines on pattern. When two points come on same line, as seen at 1 and 2, 10 and 11 and 12 and 13, the distance from measuring line to mitre line is the same for both points. When all have been set off, a line drawn through the points obtained will give pattern required.

The accompanying article is No. 29 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.



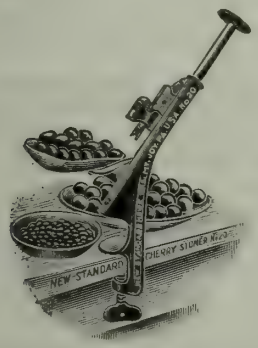
The Hydraulic Press Mfg. Co., Mount Gilead, Ohio, have just issued a booklet entitled "About Hydraulic Presses and Pumps." This booklet, which has been prepared as a souvenir of the company's exhibit at the Panama-Pacific Exhibition at San Francisco, reviews in a comprehensive manner the growth and scope of the organization. Other matter includes descriptions of a few representative designs of presses and pumps, all illustrated, and a list of catalogues which are ready for distribution. The booklet contains 16 pages and is gotten up in attractive style.

New Hardware Goods

Offered Canadian Hardwaremen

NEW STANDARD CHERRY STONERS

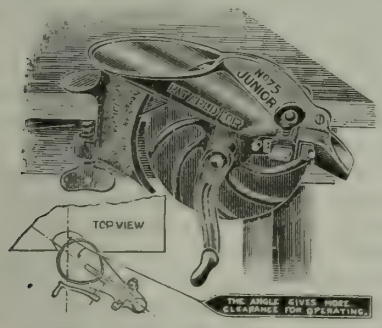
Three new cherry stoners are being offered to the Canadian hardware trade by the New Standard Hardware Works, Mount Joy, Penn.



No. 20 Cherry Stoner.

Cherry stoner No. 75, is designed especially for rapid and effective work. The patent regulating device can be easily adjusted for large or small cherries and the jaws are said to positively retain their position when set. The makers claim that it is impossible for the jaws to become detached. The stoner can be clamped to a table or stand and has a nicely tinned finish.

Cherry stoner No. 75 Jr., is another new stoner, and is claimed to be a rapid



No. 75 Jr. Cherry Stoner.

and convenient machine for seeding cherries. It is equipped with patented self-tightening jaws, which positively retain their set position, and it is said, cannot become detached. The illustration shows the particular angle of the machine from the table, which gives it crank clearance and a more natural position for operating. This angle is claimed to be an exclusive feature to be had only on new standard machines.

Cherry stoner No. 20 is a combination of a tubular one-piece frame, housing the spring which actuates the one-piece malleable iron plunger, makes it rigid, eliminating possibilities of parts jarring loose. Ease in operating is accomplished by an extra long forty-coil spring specially prepared, guaranteed rust proof. Cherries pitted in the No. 20 are said to retain the juice and are delivered in perfect condition to a dish separate from the pits. This machine also has a tinned finish and can be clamped to table or bench.



No. 75 Cherry Stoner.

GRIFFIN'S GARAGE DOOR HOLDER

The Griffin Manufacturing Co., Erie, Pa., offers to the Canadian trade, Griffin's garage door holder No. 1914. The makers claim that the Griffin garage door holder is a simple, strong, practical and serviceable article designed to hold open all doors that swing and that it is so simple that anyone who can handle a hammer and screw driver can put one in place as well as a skilled mechanic. It is made of wrought steel, and is strong enough to hold open the heaviest garage door against the strong winds. It is placed high up on the door, and is entirely out of the way. A chain attached to the holder in a convenient position trips the lock and allows the door to close in the ordinary way. When closed, the holder lays in against the door and would hardly be noticed. The holder is designed to work either right or left hand, as the case may be.

The holder weighs six pounds, and is 32 inches in length when open. They are packed one-half dozen in a case, with screws and full instructions how to put them up.



Griffin's Garage Door Holder.

THE FRIAR'S LANTERN.

The Beacon Miniature Electric Light Co., 118-120 Duane street, New York, offers to the trade the Friar's lantern here illustrated. This lantern is shaped very much like the average oil lantern. In the Friar's lantern the oil form of fuel has been substituted by a dry bat-



The Friar's Lantern.

tery. The Aladdin battery used with the Friar's Lantern, is said by the makers to be a regular stock size carried regularly by all flashlight dealers and readily obtainable in all department, hardware and sporting goods stores. The chimney in the lantern is of stock pattern.

The Aladdin battery is guaranteed to give five hours continuous and 10 hours intermittent service. The lanterns are equipped with Mazda bulbs.

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Re-Built Store.

The store of Codere, Sons & Co., Sherbrooke, Que., destroyed by fire some months ago, has been re-built, and a new storey added.

Moved to Larger Premises.

E. A. Cole & Co., wrapping paper and supplies, have removed from their old quarters on St. Paul street, Montreal, to larger premises at 160 McGill street.

Opening of Third Store.

Philbin & Co., who already conduct two stores on St. Catherine street, Montreal, are opening a third. They have taken over the store formerly occupied by the Union Hardware Co., at 723 St. Catherine street, West.

C. W. Stairs Married.

The marriage took place on Wednesday, April 28th, of Cyril W. Stairs, director of Wm. Stairs, Son & Morrow, wholesale dealers in hardware and plumbing supplies, Halifax, N.S., to Miss Katherine S. Drysdale, at Brookline, Mass. Both parties belonged to Halifax.

At the Front.

Montreal, Que.—Major R. H. Jamieson, 5th Royal Highlanders of Canada, 13th Battalion, and Vice-President R. C. Jamieson & Co., Ltd., Montreal, Que., was wounded in a recent battle and is now in Boulogne hospital.

Obituary.

Regina, Sask.—The death occurred at St. Jacobs, Ont., of J. Good, vice-president of the Regina Plumbing & Heating Co., of Hamilton, Ont.

Mr. Good had been a resident of Regina for about eight years, and was a well-known man among contractors, having the reputation of being one of the foremost sanitary engineers in the West.

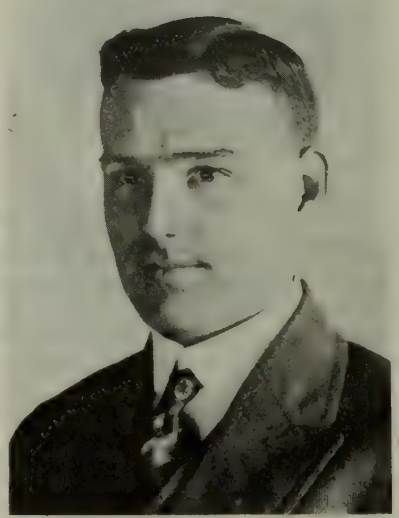
He left for the East about Christmas for a vacation, and was recently operated on for appendicitis and stomach trouble. He was thirty-three years of age.

Montreal Notes.

H. W. Aird, of the Canada Paint Co., B. W. Coghlin, of the B. J. Coghlin Co., Ltd.; G. H. Duggan, of the Dominion Bridge Co., Ltd., and R. H. McMaster, of the Steel Company of Canada, Ltd., are among those who have been nominated for election to the executive of the Montreal branch of the Canadian Manufacturers' Association.

A Quick Recovery.

It was reported in the issue of April 24th, that Mr. J. A. Hossack, sales manager of the Lufkin Rule Co., of Canada, had been taken down with pneumonia while on a trip to the coast and would likely be at the General Hospital, Winnipeg, for some weeks. Fortunately, Mr. Hossack is making a quicker recovery than was expected. He is now out of the hospital, staying with friends in Winnipeg.



ROY STEWART,

Fergus, Ont., who has joined the sales force of Beatty Bros., Fergus, Ont., and will call on the hardware trade in Central Ontario towns. Mr. Stewart has had a number of years' experience as a traveling salesman and during the past few months has been in close touch with Beatty Bros. plant studying the process of manufacture of the firm's many products.

Ontario Incorporations.

The Seamless Rubber Co., Ltd., capitalized at $40,000, head office Toronto, to make and deal in rubber goods of all kinds.

Canada Woodenware, Ltd., capitalized at $40,000, head office Toronto, to manufacture and deal in specialties such as clothes pins, skewers, etc.

Empire Cotton Mills, Ltd., capitalized at $40,000, head office Welland, Ont., to carry on the business of cotton spinners, flax, hemp and jute spinners, etc.

Dominion Incorporations.

Hydro-Electric Radiation, Ltd., capitalized at $500,000, head office Toronto, to manufacture and sell radiators, boilers, stoves, etc.

Armstrong Cork & Insulation Co., Ltd., capitalized at $50,000, head office Montreal, to manufacture and deal in cork, cork board, and cork products of all kinds.

FATE OF AN ALL-CHEAP TRADE MERCHANT.

Can there be good merchandising without good merchandise Both yes and no has been given in answer to this question. Only one can really be correct, although some very specious arguments are offered. In the end the answer must be no. The success of the merchant depends too much upon the quality of his merchandise for him to forego that feature.

No matter how enterprising a merchant may be, clever advertiser and all of that, if his merchandise fails to give good service there is disappointment and in the wrong place, too—the customer. After a while this merchant comes to believe that there is but one thing in retailing—price. So he camps on the price trail. From his wholesaler or manufacturer he demands price, he shops from market to market for a better price. Price becomes his loadstone and he gradually loses sight of quality. This merchant puts forth as much selling effort—perhaps more—than the merchant that approaches his trade by the good merchandise route. The only difference is that it is misplaced. There is plenty of it, but there is no horse-sense behind it.

The merchant with a price mania caters to a cheap trade. There is no good reason to think that he can attract the better class of buyers, and his opportunity to expand his business is curtailed by his own short-sighted policy. Suppose a part of his trade improves their financial standing; do they continue to trade with a price-obsessed merchant?

(Continued on page 66.)

Junior Clerk's Page

The Clerk and Motor Accessories

How He Can Increase His Importance in the Eyes of the Boss—Knowledge of This Line Will be Essential Someday.

By M. E. MEYERS.

ONE of the greatest difficulties the hardware dealer who handles automobile accessories encounters is in securing clerks who are able to handle this line intelligently; it follows then, that here is a chance for the man who wishes to climb the ladder. It is a sure road towards securing a better job, for the more useful a man is, the bigger his pay.

I was talking to a retailer this week who has handled auto accessories, but has not found them to pay very well. After doing quite well for a little while, he struck a snag, lost all heart, and let the department go to pot. He said, "If I were in a position again where I was contemplating handling accessories, I would give much more space to them, and I'd get a clerk into the store who understood the business. That's been one of my greatest troubles—not having a good clerk by me who understood the line—a man who could tell me from day to day what was required. People may be coming into this store day after day, and asking for auto accessories, and the clerks know so little about the business they are not even able to tell me what has been asked for. Some of those fellows don't know the difference between a muffler and a spark plug, so I can hardly expect to succeed with this line. What we want, sir, is clerks who have made a special study of this line."

"Do you think there is a future for the boy who studies auto accessories?" I asked.

"Yes, there should be splendid opportunities for him. The best way for him to get experience is to become acquainted with as many different cars as possible. A good way would be for him to get hold of a catalogue, and to go carefully over each article. By getting friendly with the owner or workmen in a garage, he would soon find what each item was for. It makes a great difference you know, knowing how to run a car yourself."

One of the best known hardwaremen in Montreal, when he decided to go into the auto accessory business, appointed his son manager of that department. Realizing, however, that his son would require to have a good knowledge of the business before he would be able to make a success of it, and not having any clerks in his store who were capable of giving him instruction, he bought him a Ford car—the car which has made the auto accessory business possible for the hardwareman. With a car of his own, the son was able to practice with and familiarize himself with the accessories he carried in stock. To-day he has a good grasp of the business which has been in operation less than a year.

It often happens that an automobile owner rushes into a store, and leaning over the counter, says: "I wonder if you can tell me what is the matter with my car?" If the clerk is able to go out and assist him, even, though no accessories are required, he has made a friend of the car owner, and his importance in the eyes of the boss is increased.

While it is a good think for a clerk to be able to do this, it is not absolutely necessary, and the average owner would not think of asking a hardwareman to tell him what was the matter with his car: he would take it to a garage to find that out. One does not expect a hardware clerk to be a first-class mechanic. His great opportunity is in knowing the good and bad points of accessories when these are required. He is a salesman, and to be a good salesman he must know his goods.

I would advise you to look around and see if you can find a friend who has a car. From him you will learn the essential points and sufficient knowledge at least to distinguish between the spark plug and the radiator. Secure a catalogue, and study it carefully, for it is one of the best text-books you can find. It will pay you, because the day is coming when a knowledge of automobile accessories will be essential to almost every clerk, particularly in the country. One large jobber of accessories declares that over half of their business in Quebec Province, outside of the large cities, is done with the hardware merchants.

CATALOGUES AND BOOKLETS

Scissors and Shears.

The Acme Shear Co., of Bridgeport, Conn., have just published their catalogue No. 4, showing their complete line of scissors and shears. Among other lines are illustrated in this catalogue, ladies' pocket, buttonhole, manicure, folding and fancy scissors. Also a full line of cast trimmers, banker's, barber's, and tailor's shears and snips. A catalogue will be mailed to any hardware dealer on application to A. Macfarlane & Co., Coristine Bldg., Montreal, who are the Canadian representatives for this line.

* * *

Auto Accessory Catalogue.

Wood, Vallance, Ltd., Winnipeg, Man. have just issued their first catalogue of automobile accessories, which is probably one of the first issued by any wholesale hardware house in Canada. The book, attractively bound in red, contains 122 pages descriptive of practically all the lines for which automobile owners feel the need at various times, and through handling which the hardwareman may make a good profit. Throughout, the catalogue is splendidly illustrated, various sections dealing with head lights, meters, flash lamps, spark plugs, chains, patches, cowl clocks, tools, hood covers, side curtains, jacks, etc. In every case the price is clearly marked, and full information is given about the various lines. The book will undoubtedly be of great value not only to dealers, but to clerks who will find it an educational work.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

Many price changes have gone into effect this week. Among the lines affected are rope, sheet zinc, copper sheets, bars and rivets, galvanized sheets, tinned iron, cheap rim locks and knobs, hinges. Most of the changes have been in an upward direction, although some declines are noted. Metal markets are still unsettled and copper and antimony have reached record prices. An advance is predicted on copper and galvanized wares in the near future.

Trade in general is gradually improving and there is a more pronounced demand for summer goods. The market reports this week are all full of interesting news for the hardwareman.

In the West trade with the farmers has improved considerably during the past week. There has been a heavy demand for barb wire which would indicate that the farmers are practically through with their seeding. There is, of course, considerable speculation regarding the coming crop, but conditions so far are excellent. Price advances at Winnipeg this week occurred on the following lines: Copper rivets and soldering irons, pipe fittings, silver-plated ware, lamp chimneys, carriage heaters, turpentine, borax, shoe thread. There is a fair demand in the West for glass, but not as large as in former years.

MONTREAL.

MONTREAL, May 6.—So far as activity is concerned the spring rush continues in the hardware trade. It is more and more evident from the nature of the re-ordering already being done that dealers generally have continued their close buying policy and are doing a hand-to-mouth business. This has resulted in a flood of comparatively small orders; the volume is almost as great as a week ago, and it would perhaps have been greater had the advanced spring buying spirit not been somewhat checked by cool rains. The latter, however, had the effect of making a brisker demand for lawn goods. Activity is largely confined to country business, and there is little improvement in the city.

The metals situation is becoming such that products are being widely affected. This week there are advances in copper sheets and galvanized sheets and plates, as well as tinned iron, and predictions of higher prices for copper rivets and clout nails and copper and galvanized ware. A number of other important price changes are also announced, and are summarized in the accompanying panel, rope, boiler plates, hinges, etc., being affected.

The Metals.—War demand continues to cause sensational price changes in the market for metals. This week copper is the chief feature locally, with spelter another strong attraction, while antimony rests for the time being, although in New York it is the centre of interest, further increases of 3c to 5c being quoted, while the difficulties of securing supplies at any price are increasing.

Tin.—Despite still easier quotations in New York this week, the Montreal market holds firm at 54c to 56c a pound. Locally the situation still indicates a shortage of supply and holders reluctant to sell. Late advices from New York are that the market there is somewhat firmer, although the spot quotation of 40¼c compares with 42c a week ago. Arrangements have been made with the British authorities that tin in usual and normal amounts may be delivered to well-known jobbers in the States upon the signing of an agreement that the imported supply is to be used for domestic consumption only. This follows the recent embargo confining exports of tin from England to consumers only, which disorganized business to a large extent.

Copper.—Following the advance of ¾c, noted a week ago, copper has continued its upward tendency, and the last quotation for the local market is 21c, which is 1½c above last week. This advance is overtaking the American market, which, however, shows no change from last issue. New York reports conditions somewhat easier with declines in London. Producers are said to be holding for 19c, but consumers are holding off and the market is quoted at $18.62½. Stocks in England and France are reported to have increased 1,200 tons in the last two weeks, but there is no official confirmation. However, with the war demand continuing, it is not thought that there will be any material decline in the near future.

Spelter.—A further increase in the price of spelter of 1c takes the local quotation to 16c, which indicates that this market is evening with New York,

MONTREAL QUOTATIONS.

Tin	54c-56c
Spelter	16c
Copper	21c
Lead, Imported, cwt.	5¾c-6c
Antimony	35c
Solder, ½ x ½	27 to 31
Solder "strictly"	29 to 33
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

MONTREAL MARKET FEATURES.

Copper advances 1½c.
Spelter up another cent.
Tin firm; antimony steady, but 5c up in New York.
Copper sheets and bars up 2c lb. all round.
Copper rivets and clout nails to advance.
Galvanized sheets up 15c, and galvanized Canada plates up 50c.
Tinned iron advances 25c.
Rope—Pure manila up 1c; British manila, African hemp and sisal all up ½c.
Boiler plates down 20c all round.
Sheet zinc advances another 4c.
Copper and galvanized ware predicted to advance 5% to 10% within a week.
Heavy T and strap hinges now 40% off.
Stewarts horse clippers 20% off Canadian list.
Cheap rim locks now $1.40 dozen.
Porcelain door knobs now $1.15 doz.
Brass screws are very firm.
Strong demand for gas stoves.

where 14c is ruling as a week ago. London is quoted at 14⅛c, being over 30 per cent. above the price which ruled on the 1st of April. Here the situation is regarded as being relieved to some slight extent by the shading off of prices on futures, but it is very doubtful as to whether this will last for any considerable period.

Solder.—Prices for solder continue very strong, with a tendency generally towards higher levels, as stocks are becoming exhausted and the higher price of tin becomes a more important factor in the manufacturing cost. For half-and-half 27c to 31c is quoted, and for strictly 29c to 33c.

Lead.—The lead situation continues without important change, although the end of last week saw some improvement in the future business. From New York comes word that second hands are still inclined to make offers under the trust price of $4.20. Locally 5¾c about covers the situation, although there are some quotations as high as 6c.

Antimony.—Although the local market for antimony shows no important change from a week ago, and 35c is quoted, the upward movement in New York continues, and there appears to be no limit to the levels which may be reached. As compared with 35c for Cookson's a week ago, 38c to 40c is now quoted, while Chinese and Japanese are quoted at 33c to 35c, as compared with 30c. There is little doubt but that further advances will have to be made in Canada. Already the quotation is more than three times what it stood at before the war broke out. New York reports a continued demand for futures, with difficulties in doing business because the East will not sell. Europe has stopped exporting, and it begins to look as though China and Japan are going to have very little to spare.

Copper Products.—All copper products are feeling the advancing market for raw material, and general advances are to be expected. Already there is an increase of 2c lb. all round on bars and sheets, the following quotations now prevailing:—

Bars, ½ to 2 in.	$27 00
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	25 00
Copper sheet, tinned, 14 x 60, 14 oz.	27 00
Copper sheet, planished, 14 x 60 base	33 00
Braziers' in sheets, 6 x 4 base	28 00

Copper Rivets.—New and higher prices are to be looked for immediately on copper rivets and clout nails, advice to this effect having been received from the mills. This is the direct effect of the higher cost of raw material.

Screws and Bolts.—The market for screws is very firm. This applies particularly to brass products, quotations having a stronger tendency in sympathy with the advancing costs of raw material. A little better outside inquiry for bolts and nuts has been noted.

Bar Iron and Steel.—The situation as regards bar iron and steel shows little change. Consumption in the hardware trade is light, and the price basis firm; $2 prevails for bar iron.

Sheets and Plates.—An advance of 15c for galvanized sheets is noted. This is the direct effect of the higher prices for spelter, which have prevailed for some time. Galvanized Canada plates have also been advanced.

The prices of the different brands in case lots, 28-gauge, are now as follows:

Sheets—

Queen's head	$4.75
Fleur de Lis	4.45
Gorbals best	4.75
Colborne Crown	4.55
Apollo (10c advance)	4.45

Plates—

18 x 24, 52 sheets	$5.75
18 x 24, 60 sheets	6.00

Other prices may be found in the current market quotations, the adjustment being on the same basis, with broken lots 25c per cwt. extra.

Tinned Iron.—Following an advance of £1 per ton made in London during the week in the price of tinned iron, an increase in the local quotation was made to the extent of 25c a 100. Prices now are:

72 x 30 up to 24-gauge, case lots	$ 9.50
72 x 30 up to 26-gauge, case lots	10.00

Less than case lots, 25c extra.

Rope.—A material change in the basis for rope was announced the middle of the week by the makers. This follows higher costs of raw materials. Pure Manila is up 1c, and British Manila, African hemp and sisal ½c. Quotations now are:

Pure Manila rope	15½c
British Manila rope	13c
African hemp	13c
Sisal	11c

Nails and Fencing.—There is a very fair demand for nails at country points, it being evident that, despite good placing orders, merchants were buying close and that the consumption is very good. Although fencing orders have been shipped, there is still a fair reordering business being done.

Iron and Lead Pipe.—A fair demand for iron and lead pipe continues in country districts in common with general plumbers' supplies. Prices are firm, being 8c for lead pipe and 9c for lead waste pipe net.

Boiler Plates.—A reduction of 20c all round is noted in the quotations for boiler plates, small demand, no doubt, being the reason. Prices now are:

Plates, ¼ in. to ½ in., per 100 lbs.	$2 20
Heads, per 100 lbs.	2 45
Tank plates, 3-16 inch	2 50

Sheet Zinc.—A material advance in the price of sheet zinc is noted. The supply is reported as being very short. Quotations now are:

5-cwt. casks	18½c
Part casks	19c

This is an advance for the week of 4c.

Builders' Hardware.—The demand for builders' hardware is far from normal. However, there is a further improvement noted in the demand for door sets, particularly those of the cheaper grades.

Utensils.—An advance of 5 to 10 per cent. in copper and galvanized utensils is predicted to take place within the next week. This is due to the continued high market for copper and spelter, and the prospects that there will be no material reductions in the near future. Demand for utensils continues very fair.

Stoves.—The feature of the stove business this week has been a live demand for gas stoves and ranges. It is evident that the trade has been putting off buying until the last moment, and that the public demand has been better than anticipated. Other stoves are comparatively quiet.

Hinges.—A change in the price of heavy T and strap hinges has been decided upon, the discount now being 40 per cent. The discount of Stewart's horse clippers has been made 20 per cent. from the Canadian list.

Locks.—The price of cheap rim locks has been altered to $1.40 per dozen, and of porcelain door knobs to $1.15 per dozen.

TORONTO QUOTATIONS.

Tin	45c
Copper	21c
Lead	5¾c
Spelter	15c
Antimony	38c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

TORONTO.

TORONTO, Ont., May 6.—The general business situation is showing some improvement, largely due to the seasonable weather which is having a

beneficial effect on trade. In the city, conditions are under normal and are not improving to the extent that might be expected at this time of the year. Business in the country districts is good and the outlook very favorable for the farmers. The increase in the volume of business is almost entirely on account of the country trade. There is a fair demand for shelf goods and seasonable lines are moving more freely. A better demand for builders' supplies is reported but here again business is below normal and indications point to a quieter season than usual, as building permits taken out show a marked decrease over the corresponding period of last year. Builders' hardware is, of course, subject to the same influence and for this reason business is comparatively quiet.

Galvanized and copper goods are subject to fluctuations on account of the increasing cost of spelter and copper. For this reason it is extremely probable that galvanized ware will advance while higher prices are also anticipated for copper ware. New prices for Manila and African hemp rope are announced this week. The rope market is stronger and business is more active.

The Metals.—The feature of this week is the continued strength of the copper, antimony and spelter markets. The heavy demand for the two former metals for munitions is unabated and prices continue to advance. As regards spelter, the demand is greater than the supply with the usual result, high prices. Tin is weaker and has declined. The spot situation has improved in the New York market. Solders are lower, following the tin market. The antimony market is very strong and the scarcity of metal has resulted in abnormal prices. The antimony situation is unprecedented, entirely owing to the large consumption of this metal for war munitions. The demand locally is brisk for metals for war purposes; outside of this, business is quiet.

Tin.—The situation as regards the New York market has improved, the British Government having modified the restrictions placed on shipments of tin to the States. Tin will be released in moderate quantities to well-known jobbers upon a signed agreement. Visible supplies are increasing and the market is easier. A decline of 5c is to be noted and tin is quoted locally at 45c per pound.

Copper.—The market is quiet but strong and advancing. The already heavy demand for copper for war materials is increasing, and higher prices may be expected. The high price of copper has resulted in the resumption of all producers and there is every there will be an unprecedented production. Copper has advanced 1c and is quoted at 21c per pound.

Spelter.—The situation is unchanged and the market continues to advance. The great strength of the market is due to the fact that the demand is greater than the supply. Producers are sold ahead to such an extent that urgent requirements cannot be covered. Spelter has advanced 1c and quotations are entirely nominal at 15c per pound.

Lead.—The market is dull and slow but there is a stronger undertone noticeable as the surplus offerings are practically cleared up and most of the companies are refusing to sell for future delivery except at a sharp advance over present quotations. Independent producers are well sold and are holding on trust prices or higher. Lead is quoted locally at 5¾c per pound.

Antimony.—There continues to be a very large demand from consumers for future deliveries and dealers have already sold out most of the antimony that they have bought for future shipment. The situation is becoming more acute and much higher prices are anticipated. Antimony has advanced 3c and quotations are nominal at 38c per pound.

Aluminum.—The market is steady and unchanged at 23½c per pound.

Solders.—All lines of solder have declined owing to weakness in the tin market. The following new prices are quoted; Half-and-half, 27c; wire solder, 33c; wiping, 23c, and tinkers' bar, 29c per pound. Other lines are given in the current market quotations.

Pig Iron.—The market is dull with light demand. It is expected that a quantity of Canadian pig iron will be shipped to manufacturing interests in England this season. Hamilton and Victoria brands are quoted at $79 per ton.

Bar Iron and Steel.—The present activity in the steel trade is due largely to the demand for steel for shells. Apart from this, business is comparatively quiet. The demand from manufacturing interests is a little heavier but below normal. Prices on bars are firm and unchanged at $2.05 base.

Wire Nails.—The market is quiet and prices are firm at $2.35 base. Cut nails are being quoted at $2.70 base.

Iron and Lead Pipe.—The market is firm and demand for iron and lead pipe is showing some improvement. Prices on lead pipe are firm at 8c and for waste pipe, 9c. Iron pipe prices are given in the current market quotations.

Brass Wire Advances.—Brass wire has advanced. the new discount being 25 per cent. Galvanized and copper wire prices are firm and an advance is not at all improbable. Smooth steel wire is quoted at $2.30 base.

Rope Advances. — The market is stronger and higher prices on rope are announced as follows: Pure Manila, 15½c; British Manila, 13c, and African hemp, 13c base. This represents an advance of 1c in the case of pure Manila and ½c for each of the other lines. Business has been quite brisk lately, but the situation as regards raw materials is unchanged and unsettled.

Kitchen Utensils.—It is highly probable that prices on galvanized and copper ware will have to be revised again. No particulars are at present available as to what may be done to meet the situation, but the increasing cost of spelter and copper may make an advance imperative. The scarcity of the former metal has also to be considered.

Galvanized Sheets.—The expected advance in galvanized sheets has materialized and prices are 15c higher. Galvanized Canada plates are also higher, having advanced 50c per box. The advance is due to the increase in cost of spelter.

LONDON.

LONDON, Ont., May 5.—Business continues fair. Spring and early summer lines are moving in fairly large quantities. Collections are fair. Quotations in rope have advanced this week. Loaded shells have also advanced.

Rope Advances.

The advanced prices on Manila and African hemp rope are as follows:—

Pure Manila	15½c lb. base
British Manila	13c lb. base
African hemp	13c lb. base

Prices on twine are as follows:

650 ft.	12¾c lb.
600 ft.	10½c lb.
550 ft.	8¾c lb.
500 ft.	8½c lb.

⅛c per pound allowance on 5 tons.
¼c per pound allowance on 10 tons.
Terms November 1.

Linseed Oil.

Linsed oil quotations remain unchanged from last week, and the prices in effect are as follows:

	Raw.	Boiled.
1 to 2 barrels....	81c	84c
3 to 5 barrels....	80c	83c
6 to 9 barrels....	78c	82c

Lead remains unchanged, and is quoted for Government pure grade in ton lots at $9.10 per 100 lbs. and in less than ton lots at $9.40 per 100 lbs.

Turpentine remains unchanged and is quoted in single-barrel lots at 73c per Imperial gallon and 72c in 2 to 4-barrel lots; 5-gallon lots are quoted at 80c per gallon.

Wire Nails, Etc.

Wire nails are in fair demand. The present price is $2.35 base for wire and $2.70 base for cut nails. Most of the larger buyers booked for wire nails some time ago when quotations ranged around

$2 base. Wire from stock is quoted as follows:

	Per 100 lbs.
Barb	$2.55
No. 9 soft, galv.	2.30
No. 12 soft, galv.	2.45
No. 13 soft, galv.	2.55
9-coil spring	2.35
Oiled and annealed, No. 10..	2.35
Oiled and annealed, No. 11..	2.52
Oiled and anenaled, No. 12..	2.60

WINNIPEG.

WINNIPEG, May 6.—During the past week there has been a considerable improvement in business generally. Especially has the demand for barbed wire been brisk. Very evidently the farmers are now practically through with their seeding, and are getting to the towns to get the supplies which they need. Practically all the wholesalers are receiving daily telegrams asking for deliveries of the wire for which dealers have already placed orders. One wholesale house received five car-load orders in one day. While there is little profit in handling this line, and while it must be borne in mind the orders now being filled have been placed for some little time in many cases, the demand nevertheless does seem to indicate an improved condition.

Good Rains So Far.

Of course, there is much speculation as to the coming crop, and a careful watch is being kept in this regard. Reports from a number of travelers indicate that in Southern Alberta splendid rains have fallen, and that so far conditions are all that could be desired. This seems to be a general state of affairs throughout the West.

Copper Rivets Up.

Owing to the advance in the price of copper, a higher price has been fixed for copper rivets. These are now quoted as follows:

No. 7	38c
No. 8	39c
No. 9	40c
No. 10	42c
No. 12	44c

Soldering Iron on New Base.

Also because of higher price of copper, soldering irons have been materially advanced, the new base being 40c.

Advance in Pipe Fittings.

For nipples, couplings and pipe fittings, higher prices have been fixed, the advance being about 20 per cent.

Looked for Advance in Horse Nails.

Horse nails are still quoted at the old discount of 10 and 5 per cent. off. There seems every indication, however, that this price will be changed very shortly—perhaps before this issue is in the hands of its readers. The change, of course, will be in an upward direction.

Silverware Up 8 Per Cent.

An advance which is important at this season, when hardware dealers may well expect good business in lines suitable for wedding presents, is the rise of 8 per cent. in the price of community silver and reliance plate. This advance, of course, has been made necessary by reason of the 7½ per cent. duty placed upon both finished products and raw material.

Sash Balances Up.

Another important advance is that in Caldwell sash balances, which are now quoted at 37½ per cent. off—an advance of 10 per cent. This is the result of the new tariff.

Sisal clothes lines are on a higher basis this week as follows:

48 ft. per doz.	72c
60 ft. per doz.	90c
72 ft. per doz.	$1.80

Lamp Chimneys Higher.

Still another line, which is in general demand, and which shows an advance, is lamp chimneys. These are now quoted:

A, per case (8 doz.)	$4.10
Per doz., 60c.	
B, per case (6 doz.)	4.10
Per doz., 75c.	

Carriage Heaters Also Up.

The war tariff has also necessitated an advance in the price of carriage heaters. These are now 15c up, the price being:

5D	$1.65
3D	2.20
7D	2.50
Coal, A B C, per doz.	0.65
Coal, Clarke	0.80

Turps. 5 Cents Higher.

Turpentine.—Here there is a rise of 5c, the price for barrel lots now being 80c less than barrel lots, 85c.

Resin is up 1c, now being generally quoted at 6c per lb.

Borax Advances Another Cent.

An advance of 1½c in borax, bringing the price to 8c per lb., was noted last week. This has been followed by a further rise of 1c, making the price at present 9c per lb. For those supplying blacksmith supplies this is especially important.

Shaving Soap Must Be Quoted.

In so many hardware stores now soap is being handled with shaving material that a rise in the price of Colgate's products is important. The sticks, cream and powder, are up 15c per doz, being now quoted at $2.65. Barbers' bars are now being quoted at 35c per lb.

Shoe thread has again advanced 10c, owing to the continued scarcity of the required flax. Even at the very high price now being asked thread is hard to get, and it seems quite possible that there will be a serious scarcity.

Present quotations are: No. 8, $1.15; No. 10, $1.23; No. 12, $1.26; No. 15, $1.33; No. 20, $1.38.

For paint lines a strong demand is noted—better than many expected. For glass, too, there is a very fair call, though not as large as in former years. The falling off is still from the city districts.

POINTERS ON CARRYING AUTO ACCESSORIES.

(Continued from page 54.)

touch them unless you have somebody to put them on for you; they are all right for the mechanic. A stock of one rear mirror is enough. Ford parts are necessary; a good stock will cost $20.

Two dozen grease cups are ample, and two oil gauges. Slip covers—the country merchant can sell them from his own car. Radiator and hood covers — not more than three, depending on nearness to city.

Then there are a lot of regular lines which should be carried, such as lighting switches, Ford switch keys, lighting wire (50 ft.), ignition wire (50 ft.), terminals, dry cells, flash lights, but don't overstock on flash light batteries.

A Montreal dealer, who took on this line a year ago, carries $500 worth of accessories, and $500 of tires and tubes. He did $4,500 worth of business the first year.

For the convenience of hardware merchants who are on the point of going into automobile accessories, but are not quite sure what lines they should carry, one Canadian jobber has hit on an ingenious plan which enables the dealer to buy in $25 or $50 assortments, the assortments being worth considerably more when figured at regular dealers' prices. The following list gives an idea of what the dealer is able to secure in one of these $25 assortments: 6 spark plugs, trouble lamp, ammeter, 6 dry cells, clock, license brackets, starter handle holder, fan belt, robe rail, Ford valve, valve spring, valve grinding compound, 2 gals. oil, tire band, blow out patch, tire patches, tire tool, pump, jack, body polish, lamp enamel, pair of goggles, tire paint, top dressing, radiator cement, rubber mat, pedal pads, and pedal lock.

The hardwareman who is contemplating putting in a stock of accessories should get in touch with some of the car owners in his vicinity, and find out what lines they are in the market for. This will be of assistance to the retailer in selecting his stock and will also be appreciated by car owners.

Paint Department

Merchant Increased Paint Sales $1168

Hardware Merchant in Ontario Town Increased Paint Sales $1,168 *Last Year —Used Common-sense Methods—May is the Best Paint Month.*

IN Ontario there is a town of about 5,000 population, boasting of three hardware stores. The total population of this town has not varied more than two or three hundred in the past ten years. It is situated in a wealthy part of the province and caters to a good class of farmers in the surrounding district. Only a limited amount of building has been done during the past few years. The town is simply a good live country town. Do you think a merchant could work up a good paint trade in a town like this? No doubt, you believe a merchant could work up a good volume of trade.

In the town referred to, the three hardware firms carry splendid paint departments and do a good volume of business, but last year one of the firms increased the year's paint sales by $1,168. Now think it over. A merchant in a town of 5,000 with two competitors, increasing his paint sales by over one thousand dollars in one year.

The merchant attributes his success in selling paint last year, largely to results obtained through using newspaper space in the local weekly paper and giving good service to customers when they visited the store. He started early in the spring to run a series of ads in the local paper. These ads occupied the same space each week on the front page of the paper. No advertisement was allowed to appear a second time. Copy was changed each week. These ads appeared each week from early spring until late in the fall, and although the war broke out in August and upset business considerably, the merchant in question increased his volume of sales in paint alone $1,168. Of course, we must not overlook the fact that window displays helped to play an important part in the paint-selling campaign. The store windows and newspaper advertising were linked up together, and some mighty attractive paint displays apeared in the show windows during the spring, summer and fall months.

All advertising co-operation offered by the manufacturer whose lines were sold, was accepted and made use of, and a selected mailing list was circularized at regular intervals.

The results secured by this merchant are certainly worth striving for, and there are hundreds of other hardwaremen who could accomplish just as much if they only had the push, and used the same common-sense methods as the merchant referred to in this article.

FATE OF AN ALL-CHEAP TRADE MERCHANT.

(Continued from page 60.)

They do not. Instead, they seek the merchant who in season and out has talked quality. He has bid and bid for better class of trade and built up a goodwill structure to his business by carrying merchandise with quality as its first consideration. Price has been a mere incidental to the transaction of emphasizing good value.—Reprinted from "The Dominion," published by the Canadian Consolidated Rubber Co.



An excellent combination paint and stove window display arranged by Herb. Moxon for J. Moxon & Sons, Picton, Ont. The banner in front of the miniature house was kept in motion by an electric fan.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

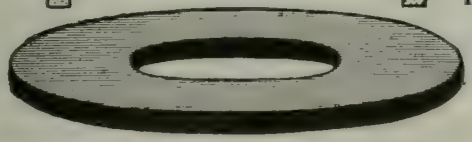
We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

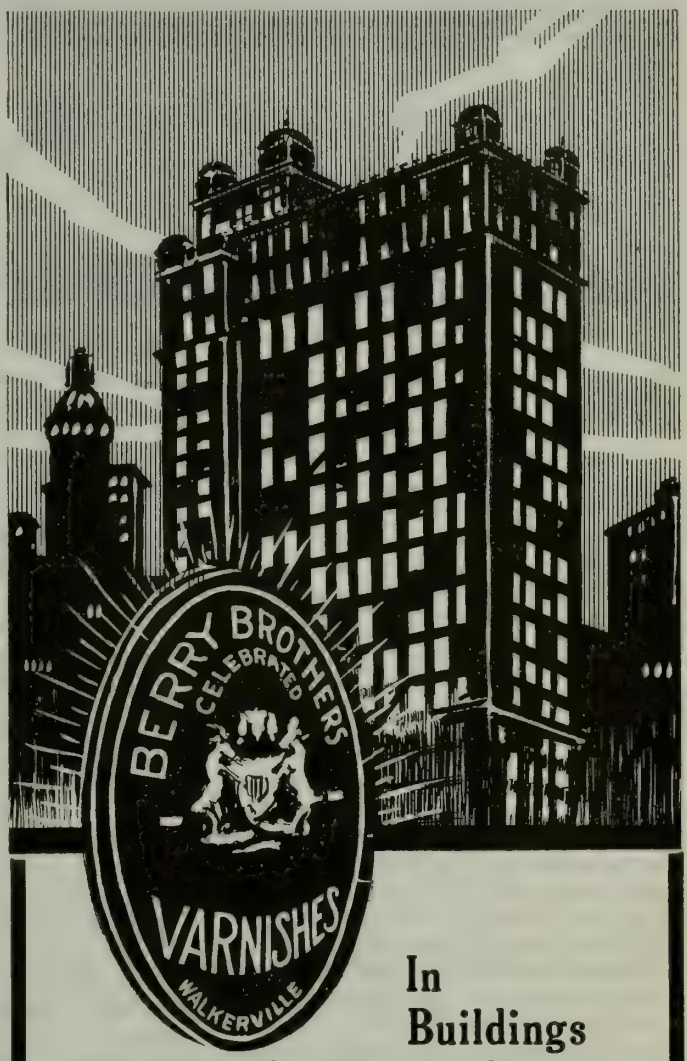


Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



In Buildings Large and Small

Berry Brothers' varnishes have been used with satisfaction for over half a century. In homes, hotels and buildings of every description, there is constant need for the various Berry products. And likewise there is a steady and established demand for them.

You should always carry in stock these two Canadian-made Berry Brothers products—Liquid Granite, the lasting Waterproof Floor Varnish, and Luxeberry White Enamel, Whitest White—Stays White. They have been supreme for over 57 years and mean sure satisfaction to your customer and certain profits to you.

Write for our dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

Weekly Paint Markets

MONTREAL.

MONTREAL, May 6.—Although the wet weather of the past week has probably interfered to some extent with the demand for paint, the trade reports a continuance of the brisk spring rush and generally heavy deliveries. Not only were shipments somewhat deferred this year, owing to the hand-to-mouth policy followed by most merchants, but the advanced spring weather has encouraged consumption, with the result that the reordering is commencing earlier than was to be expected, and a busy May is anticipated.

The price situation shows little change except in some of the miscellaneous lines, particularly where imported colors are a factor. The color situation becomes more acute as supplies become exhausted, without any indication of an early suspension of hostilities in Europe.

Linseed Oil.—The oil market is practically unchanged, and the firm tone continues. Refiners report continued heavy consumption. Dealers are charging about the same prices as a week ago, although there is some slight narrowing of the range caused by the disappearance of the former low price of 80c and 83c, the bottom now being 81c and 84c, with the top 88c and 91c.

	Raw.	Boiled.
1 to 2 barrels	81-88c	84-91c
3 to 5 barrels	80-87c	83-90c
6 to 9 barrels	79-86c	82-89c
10 bbls. and over ...	78-85c	81-88c

Gasoline.—The spring movement of gasoline to the country continues, and business is regarded as being altogether satisfactory, all things considered. Prices are unchanged, 15c being charged for drums and 14½c for tank wagon.

Turpentine. — Situation continues firm, with the bottom price of the range 1c under that being quoted by the refiners. Price range is as follows:—

	Per gal.
½-bbl. lots	70-72c
1-bbl. lots	67-69c
2 to 4-bbl. lots	66-68c
5 to 10-bbl. lots	65-67c

Lead and Zinc.—The market for lead and zinc is steady and firm. Lead is quoted $8.95 for tons and 30c higher for broken lots, and zinc around 14c for 25's.

Glass and Putty.—Market for glass continues unsettled, with the basis unchanged, although it is now little better than nominal. Putty is firm, and there are some changes that will take place when new supplies of whiting are required owing to the higher ocean freight rates prevailing.

Dry Colors.—The situation becomes more acute owing to the prospects for a protracted conflict in Europe. The entire disappearance of some shades, particularly certain bright reds, is now only a matter of time, as some makers have already exhausted their supplies of colors. Prices are nominal and very unsettled.

TORONTO.

TORONTO, Ont, May 6.—There is a fair volume of business moving, stimulated by the seasonable weather, but the improvement that is noticeable is hardly equal to last spring. Considering the time of the year, the city trade is quiet, and consumers are buying in smaller lots than is customary. Those manufacturing interests generally using considerable quantities of paint are not taking as much as in normal times. The country trade is far more satisfactory and prospects are favorable for a considerable increase in the volume of business. The market is quieter and there are fewer price changes to announce. Prices of all glues have advanced due to scarcity of raw materials and increased high freight rates. Whiting has advanced and the shortage of tonnage is delaying shipments. Linseed oil and turpentine are unchanged but firm. The glass situation is unchanged and business is quiet. Financial conditions are easier, but collections are slow.

Linseed Oil.—Flaxseed is stationary but very firm in Winnipeg, and crushers are reported as not having any great quantity on hand. The price of oil on new contracts is very firm and jobbers holding cheaper oil are gradually getting rid of their stock. These conditions accompanied by a heavier demand which is anticipated, may result in higher prices for oil. Prices are still irregular and although 80c is generally quoted, 88c is heard of in some quarters. The following prices are more generally being quoted in Toronto:

	Raw.	Boiled.
Single barrels	80	83
3 to 5 barrels	79	82
6 to 9 barrels	78	81

Turpentine.—The market is very firm and may advance. Turpentine now arriving in Toronto will be 1c to 2c higher than any shipments which have been delivered here up to the present time. Light quantities of new turpentine are coming in at Savannah, which may indicate that the output is being restricted. The resin market is very firm, prices having advanced 25c per bbl. The following prices are being quoted in Toronto for turpentine: Single bbls., 73c; 2 to 4 bbls., 72c; and 5-gallon lots, 80c per Imperial gallon.

Whiting.—A scarcity of whiting is being experienced and the situation is further complicated by the high ocean freight rates and shortage of tonnage. Prices have advanced, plain whiting being now quoted at $1 and gilders' at $1.10 per 100 lb., representing an advance of 10c per cwt.

Glue.—Raw materials are very scarce and high in price. Shipments of imported glues are difficult to obtain and in addition, freight rates are high. Prices on imported glues have advanced 2c per pound, quotations being as follows: French medal, 18c; English common sheet, 14c; cake, 12c; hide, 20c; ground No. 1, 15c, and extra 18c per pound.

Gasoline.—The demand is brisk and increasing with the market firm at 18c per gallon. Coal oil is quiet, quotations given in the current market quotations.

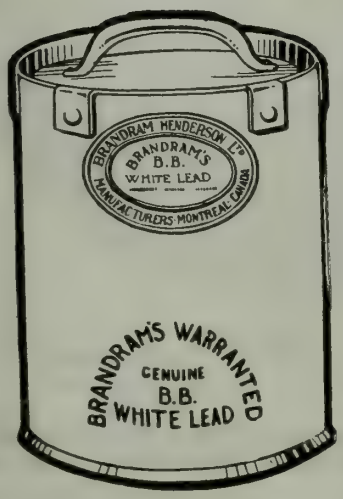
Glass.—The market continues in an unsettled condition and as yet no action has been taken with regard to a revision of the list. The situation is unchanged.

Putty.—The demand is light but the market is very firm; higher prices are anticipated. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.....	3.10

A Chapter on White Lead

The Can And Its Con-tents



What is in the Can?

If it is as good as the can looks it is very good in-deed.

How neat that rich brown looks, with the Brass Embossed la-bel. What does it say?

"Bran-dram's B. B. Gen-u-ine White Lead!"

Pry up the lid—it's very white and very fine—that's what we like to see; there's nothing like it.

This is the famous Bran-dram's B. B. Gen-u-ine White Lead, well known in ev-ery quar-ter of the Globe.

The leading White Lead of the Bri-tish Em-pire.

The most ec-o-no-mi-cal be-cause it covers most and is most dur-able.

Made by the orig-inal Bran-dram pro-cess of corrod-ing.

By this process through pro-per matur-ing methods, the lead be-comes best fit-ted to meet all clim-atic con-di-tions with-out losing its elas-tic-ity.

This is the White Lead every-body is asking for to-day.

Are you prepared to supply the demand?

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30%; "Sovereign" Bulk Smokeless Powder, 30%; "Regal" Dense Smokeless Powder, 30%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz.	9 00	
Samson, single bit, handled, doz.	12 50	
Samson double bit, doz.	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Bench Axes, Samson.		
No. 3, doz., net	9 00	
No. 3, doz., net	9 36	
No. 4, doz., net	10 25	
No. 5, doz., net	11 50	
No. 6, doz., net	12 00	

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3. Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal.... 0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb.

Springs, sheets, up to 20 gauge 0 33
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range).

50-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ⅞ inch rim, 18x24.... 4 75
No. 2, ⅞ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz..... 7 20
Size 14x60 ins., doz..... 8 40
Folding, 14x60 ins., doz.... 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve ... 19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 14 70
Weighted, 20 lb., per doz.. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz.... 2 70
2 gal. jacketed, per doz.... 3 60
3 gal. jacketed, per doz.... 4 20
5 gal. jacketed, per doz.... 4 80
10 gal. jacketed, per doz.... 8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English	2 00	
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Am., low	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb..... 0 05
25 lb. tins, per doz., lb..... 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)... 0 17
Cement (in 5 and 10 gals).. 0 19
Cement (in 2 gals.)..... 0 25
Cement (in 1 gal.)..... 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters' lead pencils, per gross 2 40 6 75

Crayons, per gross 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%

CLEANERS (VACUUM).

Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping. Per case

4½ lb. size, 2 doz. in case .. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER. Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in. ... 27 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 25 00 29 50
Copper sheet, tinned 14x60, 14 oz. 27 50
Copper sheet, planished, 14x60 base. 33 00 37 50
Braziers' in sheets, 6x4 base 28 00 29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets ... 3 10 3 25
All bright, 52 sheets .. 4 25 4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24	5 75	5 75	5 75
60	6 00	6 00	6 00
20x28	9 70	9 70	9 70
20x28 .....10 20		10 20	10 20

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Jamieson's

PURE PREPARED PAINTS AND VARNISHES

WHY NOT GET IN ON THIS BIG SELLER? Drop us a card for proposition for the exclusive agency of your district.

In offering these paints and varnishes to the trade our claims are based on past performances.

What they have done for others they will do for you, as purity was, is and will always be our first consideration.

Before you stock up again with paints and varnishes, let us submit facts and references.

Jamieson's Paints and Varnishes will appeal strongly to you because of their **efficiency in getting business and their margin of profit.**

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ...	7 00	7 00
1 X, 14 x 20 base ...	8 25	8 25
1 X X, 14 x 20 base	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single
7 oz. .. 0 15¾	6 oz. .. 0 11½	
8 oz. .. 0 17½	7 oz. .. 0 13	
9 oz. .. 0 19¾	8 oz. .. 0 14½	
10 oz. .. 0 21¾	9 oz. .. 0 16¼	
12 oz. .. 0 22¾	10 oz. .. 0 18	
15 oz. .. 0 32¾	12 oz. .. 0 21½	
Standard, Single Filled, 36-inch.		
7 oz. 017	10 oz. 0 23½	
8 oz. 0 19	12 oz. 0 28½	

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 42½%.
English pattern, 42½%.
Galvanized washtubs, 42½%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ..Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge —

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 56

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10%
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 1½

Cable, 70%.
Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 50

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots	10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 35
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Cement, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 55
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST

The Best Step Ladder

Galvanized Top

Every housewife in your town needs a good step ladder. They need it for fixing up, dusting, hanging curtains, washing the windows, hanging pictures, and even for picking the cherries and apples in the back-yard.

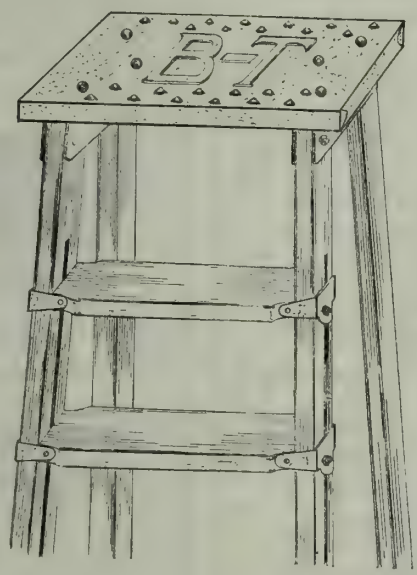
Show them a strong, substantial ladder and they won't be bothered climbing up on tables and chairs. Any hardware man who will push ladder sales can sell fifty in early summer.

Sell the BT Iron Bound Step Ladder with the Galvanized Steel Top. It is a light ladder, at the same time the strongest ladder made. The Steel Top never warps or cracks. There are no nails to pull out. The steel is ten times more durable than any wood top and holds the legs firmly long after other ladders have gone to pieces.

Write for prices.

A Complete Line

The BT Ladder Line Includes Step Ladder with Galvanized Top, two lower-priced grades of Step Ladders. Fruit Picking Ladders, Painters' Ladders, Single Ladders, Extension Ladders.



Beatty Bros. also make—

BT Pumps.
BT Daisy Churns.
BT Washing Machines.
BT Water Bowls, Pipe and Tanks.
BT Barn Door Track.
BT Grain Grinders.
BT Butter Workers and Boxes.
BT Hay Carrier Goods.
BT Oat Bowls and Feed Racks.

Iron-Bound Sides

Every Step on BT Step Ladders is bound with iron after first being nailed to the legs. The iron prevents the nails pulling out. An iron rod is bolted to the sides under each step so the ladder will stand enormous strains.

This is a durable ladder, made to stay rigid as a rock after years of banging about, inside and out.

Steel Trussed Extension Ladders

The BT Extension Ladders are the strongest made. They are trussed with iron wires running beneath the risers and drawn so tight as to take most of the strain. The wires are attached at both ends to a threaded bolt which can be tightened if desired.

On many other Extension Ladders the wire runs along the side of the riser and not underneath it, thus offering no support.

Every farmer needs an extension ladder. His Fire Insurance Policy calls for it. Get prices on the BT Line.

Beatty Bros., Limited, Fergus, Ont. and Winnipeg, Man.

BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in.... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak.....15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz.
Size glass, 4 x 6..... 1 00
Size glass, 5 x 7..... 1 25
Size glass, 6 x 9..... 1 60
Size glass, 7 x 9..... 1 75
Size glass, 8 x 10..... 2 00
Size glass, 9 x 12..... 2 60
Size glass, 10 x 14..... 3 10
Size glass, 10 x 17..... 3 75

MOPS.
Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz..... 3 25
New Wizard, small, doz... 8 00
New Wizard, large..... 10 00
Mop sticks, doz. 1 25
Cast head mops, doz..... 1 40
Crescent, doz. 1 50
Crank wringing, doz..... 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz..... 1 85

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75%.
Coopers' nails, 33 1-3%.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE).
Capewell. Per box
No. 4, in 25-lb. box.....$3 75
No. 5, in 25-lb. box..... 3 75
No. 6, in 25-lb. box..... 3 50
No. 7, in 25-lb. box..... 3 25
No. 8, in 25-lb. box..... 3 25
No. 9, 10, 11 and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M.R.M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box.
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2⅛ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount 45% off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls.

OAKUM. Per 100 lbs.
Best (American) 10 50
U.S. Navy (American)... 9 75
New hemp (English).... 7 50
U.S. Navy (English)..... 7 00
Navy (English) 6 00
Plumbers (spun) ... 4 00 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb.. 0 08¾ 0 08½
Black oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack., 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc.), 4c.
Brass, heavy, 9c lb.
Brass, light, 7c lb.
Zinc, heavy, 7c lb.
Copper, heavy, 12½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb.
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1..... 0 62
Tarred Fibre, No. 2..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs..... 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll..... 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 65
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll. 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in. (loose) 1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON).
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld.
Per 100 feet.

Size	Black	Galvanized
¼" and ⅜" ....$	2 16	$ 3 18
½"	2 64	3 74
¾"	2 99	4 49
1"	4 42	6 63
1¼"	5 98	8 97
1½"	7 15	10 73
2"	9 62	14 43
2½"	15 21	22 82
3"	19 89	29 84
3½"	23 92	35 88
4"	28 34	42 51
Lapweld.		
2" .....$	11 10	$ 15 91
2½"	15 80	23 40
3"	20 66	30 60
3½"	24 84	36 80
4"	29 43	43 60
4½"	36 83	52 07
5"	42 95	60 68
6"	55 68	78 72
7"	76 16	104 72
8"x25 lbs. per ft.	80 00	110 00
8"x28 lbs. per ft.	92 16	126 72
9"	110 40	151 80
10"x32 lbs. p. ft.	102 40	140 80
10"x40 lbs. p. ft.	131 84	181 28

PIPE (LEAD).
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 3 45
3 inch, in 10-ft. lengths.... 4 20
4 inch, in 10-ft. lengths.... 5 53
5 inch, in 10-ft. lengths.... 7 60
6 inch, in 10-ft. lengths.... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. ... 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL).
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000.. 23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1-gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33⅓ per cent. 17 50
Edelweiss 9 00
Ever-Ready, doz. ..... 6 00 to 18 00
Ern Razors .....
Ern Junior Razor 14 50

REELS, HOSE.
Plain wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned, Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 27%; burrs, 15%.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.)..... 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq. .. 2 70
Ready 2 ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt.
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply.... 1 75
Compo certainteed, 3 ply.... 2 10

ROPE. Lb.
Pure Manila basis 15½
British Manila basis 13
African hemp basis 13
Sisal basis 11
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
Basis (¾" dia. and larger)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES, BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. ...(63⅓).. 4 10
No. 1375—3 ft. ...(66⅔).. 2 50
No. 1112—3 ft., hf. bound. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs 1 70
No. 1494—Brass blacks'hs 2 20

SAWS.
Atkins Hand and Crescent, 25 p.c.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales..30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales...45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15, plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SAP SPOUTS. Per 1,000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE).
Doz.
D. Handle $3 25
L. Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS. Per cent.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R.H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10 p.c. off list.
Wood, F.H., brass ... 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened ... 60 10
Square cap ....50 and 05
Hexagon cap 40
Bench, wood, per doz. ...$5 00
Bench, iron, per doz. 4 20

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 30
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box 0 65
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. ... 2 25

STOVES (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 75
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.

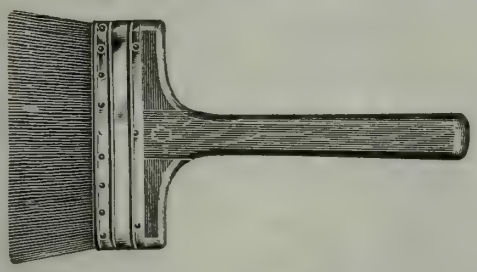
B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20 ..	4 05	3 80	4 05
22-24 ..	4 25	3 90	4 25
26	4 50	4 25	4 50
28	4 75	4 45	4 75

Colborne Crown — 16-20 gauge, $3.85; 22-24 gauge, $4.05; 26 gauge, $4.30; 28 gauge, $4.55.

Apollo Brand.	Montreal
14 gauge	3 50
16 gauge	3 50
18-20 gauge	3 70
22-24 gauge	3 80
26 gauge	3 90
28 gauge	4 40
10¾ ozs.	4 60

KALSOMINE BRUSHES

are now in demand.



This cut represents one of the money-makers which we offer. They are most securely made, even in the lowest-priced Brushes, and are well finished. There is no line of Kalsomine Brushes on which you can get as good a profit as on Keystone Brand.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN, ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own **premises,** from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made,
Both haft and blade."

TRADE-MARKS

Regd. A.D. 1681	"BUTLER" 1768	ART 1861

Sole Makers of "Cavendish" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Cutlery. The only firm awarded Gold Medals and Grand Prix.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62. Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

All the beauty that can be desired in a hammock!



HOHLFELD HAMMOCKS

ARE REAL HAMMOCK SALES BOOSTERS

HOHLFELD HAMMOCKS SELL FASTER

because of their exceptionally classy color combinations and designs and they are made for harder wear and highest satisfaction.

Our yarn is made of the very best high grade cotton, hard spun, thus containing the **most tensile strength** and bringing out the design and colors.

Their extra stringing cords at each end add triple strength where the greatest strain prevails.

Our **Patent End Casting** to which the cloth is fastened, will not permit spreader to poke through cloth.

Although better, our facilities enable us to produce them at the price of ordinary hammocks.

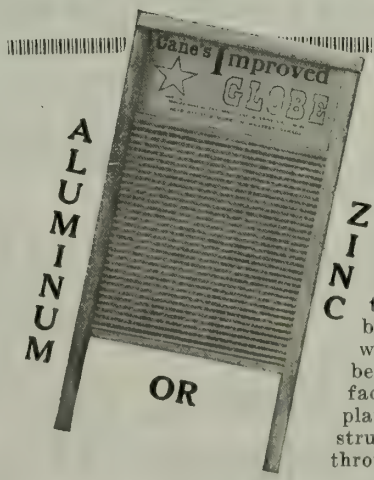
Swell your profits. Order now.

The Hohlfeld Manufacturing Co.

PHILADELPHIA, PA.

Canadian Agents:
Mackenzie Bros., Winnipeg.
Wm. Rogers, 91 Youville Sq., Montreal.

Cane Quality and Appearance BETTER STILL



The price of zinc having advanced so materially on account of war, it has now reached a point where aluminum in its pure form can be used in the place of sheet zinc, and we are prepared to deliver our standard brands of washboards, which have formerly been delivered with zinc face only, with aluminum plate, on receipt of instructions from customers, through the jobbing trade.

The Advantage in Using Aluminum

is that it is **less liable to crack, split or carry defects** that will tear the clothing being washed on it, and that it has much **brighter appearance than zinc** and is **more attractive and more easily** sold on that account.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONTARIO

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain. tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand.	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. .....$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24 $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal Toronto
See weekly report.

SOLDERING IRONS.
Base, per lb., 30c.

SOLDER WIPING.
Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly standard wiping 0 25

STILTER.
See weekly report.

STAPLES. Per cwt.
Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Ste, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each .. $2 75
Ontario, 2-passenger, each 3 75
Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs) 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea... 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft, ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea.... 1 35
Metallic, No. 4011x66, ea.... 1 55
Steel, No. 2891x50, ea..... 2 70
Steel, No. 4161x50, ea..... 3 00
Steel, No. 4161x50, ea..... 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000....$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greenings, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.
Ordinary brands, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.

5 ft., each.	$1.50	14 ft., each.	$4.20
8 ft., each.	2.00	16 ft., each.	4.80
10 ft., each.	2.50	18 ft., each.	5.40
12 ft., each.	3.00	20 ft., each.	6.00

TROWELS.
Disston's, 10%.

TWINE (Binder). Per lb.
650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5 ton lots, ½c per lb. allowance.
10 ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb.
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz. net 16 80
Common Galvanized.
No. 0, doz. 5 32
No. 1 doz. 7 13
No. 2, doz. 7 76
No. 3, doz. 8 86

Per nest.
Nests of 3—0, 1 and 2.....$2 38
Nests of 3—1, 2 and 3..... 2 05
Nests of 4—0, 1, 2 and 3.... 2 95

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70. 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 45%.
Copper tea and coffee pots, 45%.
Copper pitts, 25 and 2½%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.
White ware, 70, 10, 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½%.

WARE, STAMPED.
Plain, 70 and 20%.
Retinned, 70 and 10%.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots. 30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt....1¼c ft.
Medium wood and felt ...1¾c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ...$4.40 doz.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.... 23 50
Garden steel wheel, doz.... 36 00
Light garden, per doz..... 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Brass wire, 40%.
Brass wire, 25%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line. No. 17 $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices per 1,000 ft. measure: 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, 12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2 50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft rolls $1.55 per 100 sq. ft.; in 50-ft. rolls $1.60 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). Per cwt
Barb 2 60
No. 9, coil spring 2 40
No. 9, plain galvanized 2 35
No. 12, plain galvanized... 2 50
No. 13, plain galvanized... 2 60

O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 .....$2 90
No. 13 ..... 3 00
No. 13½ 3 05
No. 14 ..... 3 15
No. 15 ..... 3 35
No. 10 ..... 3 50

WRINGERS—Less 20 p.c.

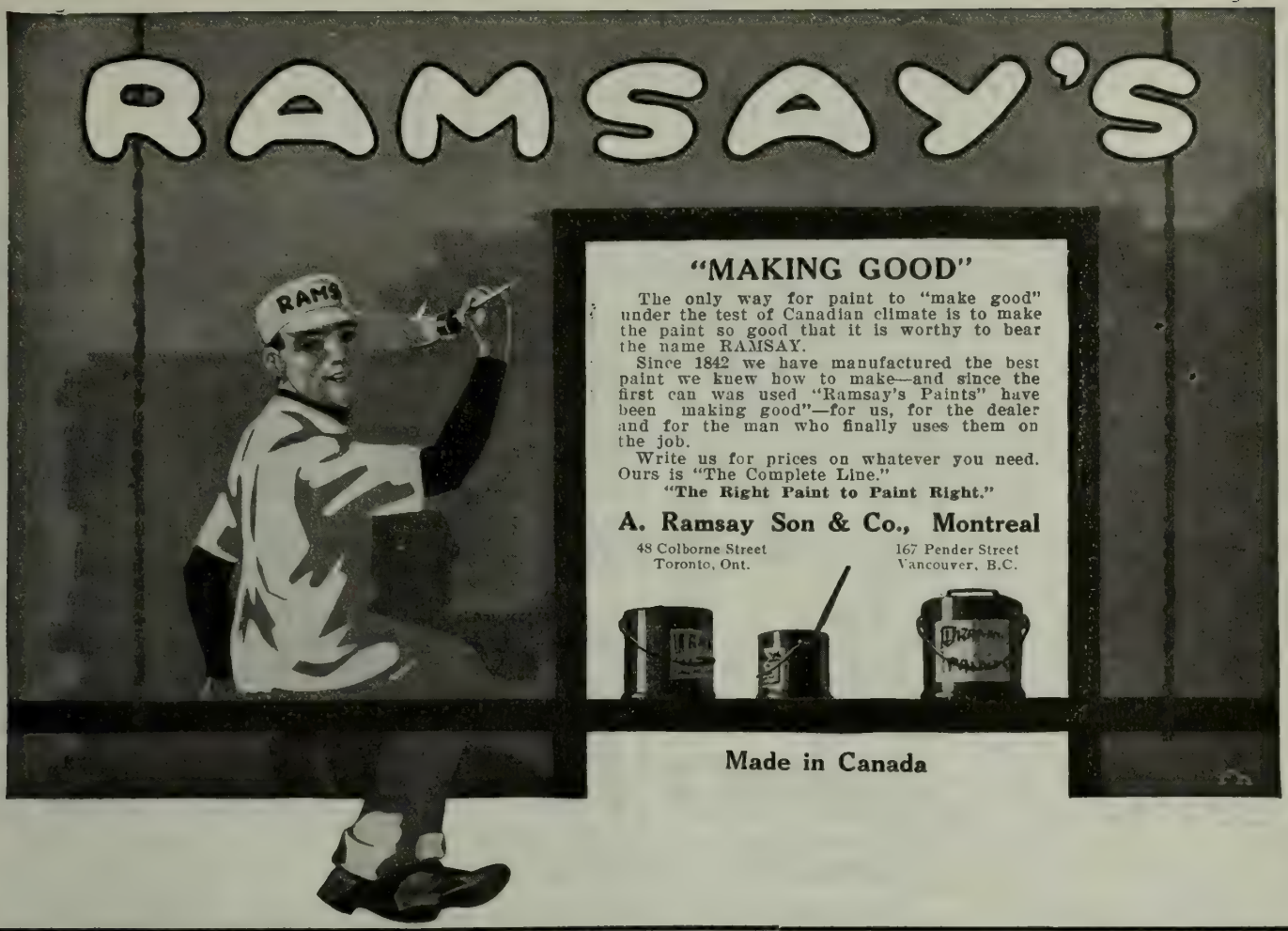
Royal Canadian 11 in., doz.	45 25
Ese, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch 100	00
Favorite, 511E	57 75
Unexcelled 1041E	72 00
Challenge 311 E	51 00
Gem, 141E	49 50
Sunlight 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.

White, No. 2, each .....$	1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	18 50	15 00
Part cask	19 00	15 00



CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY).	Per lb.
Raw Umber 100 lb. keg..	0 10
Burnt Umber, 100 lb.	0 10
Raw Sienna, 100 lb. kegs..	0 10
Burnt Sienna, 100-lb. kgs..	0 10
Imperial green, 100 lb kegs	0 12
Italian red, 100 lb. kegs..	0 04½
Brunswick green, 100-lb. k	0 06
Indian red, 100 lb. kegs..	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 19
Vermillion, English, bags	1 25
Venetian red, best bright.	0 02
Venetian red, No. 1	0 02
Drop black, pure dry ...	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 04
Yellow ochre, barrels	0 01¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure	0 16
Chrome yellow, pure	0 24
Golden ochre, pure	0 15
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure...	0 22
Marine black, 25-lb. irons.	0 08

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel B.B.	1 65

GLUE.	Per lb.
French medal	0 18
English common sheet....	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags..	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 .....10 50	
86 to 90	
91 to 95	
96 to 100	

Double Diamond. Size United Inches.	
Under 26 .....$ 8 60	
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine 10 15		10 30
C.P. Co. decorat's pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephens' H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).		
Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt.....	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste).

1 lb. pkgs., 100 lb. lots..$	16 50
2 lb. pkgs., per 100 lbs..	16 50
5 lb. pkgs., per 100 lbs..	12 50
25 lb. pkgs., per 100 lbs..	11 50
100 lb. pkgs., per 100 lbs..	10 00
200 lb. kegs, per 100 lbs...	9 75
300 lb. pkgs., per 100 lbs..	9 25
600 lb. casks, per 100 lbs..	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).

	Per gallon
Sherwin-Williams paints. base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	1 65
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle...	1 70
Martin-Senour, 100% pure..	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City....	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color.....	2 25

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case.	23½	24¾
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks.....9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls.	See weekly report.	

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. $3 00	

STAINS.	Gal.
Oil, & Spirit, Berry Bros..$2.50	
Water Stains, Berry Bros. 1.25	
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans ...	1.15

VARNISHES.

	Per gal.	cans
Liquid Granite .....$	3 00	
Elastic Interior	3 00	
Elastic Outside	6 00	
Luxeberry, light	3 00	
Luxeberry, white	5 00	
Luxeberry, spar	4 50	
Luxeberry, exterior	5 00	
Dugloss finish	3 00	
Carriage, No. 1	1 50	
Excello	2 00	
Mar-Not	2 70	
Elastic Oak	1 50	
Light oil finish	1 35	
Gold sized japan	2 00	
Baking black japan	1 35	
No. 1 black japan	0 95	
Crystal Damar	2 50	
No. 1 Damar	2 25	
Oilcloth	1 50	
House painters' white jap...	1 90	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams' KOPAL varnish	2 50	
Canada Paint Co.'s SUN varnish	2 25	
"Flint-Lac," coach	1 30	
B. H. Ltd., "Gold Medal," cases	1 80	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 30	
Elastica exterior finish	4 25	
Flattine floor finish	3 00	
Stovepipe varnish, ½ pints, gross	9 00	
Pure white shellac varnish	2 15	
Pure orange shellac varnish	2 00	
No. 1 orange shellac varnish	1 85	
Kyanize floor finish	3 25	
Kyanize cabinet rubbing ...	3 25	
Kyanize spar	4 25	
Kyanize stains	3 25	

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08¼
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07¼
Lion	0 07¼
Standard	0 06¾
Popular	0 06¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor .. Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders bolted, in bbls.....	1 10

ZINC (DRY).

Extra Red Seal, V.M.....	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-15	
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7- 8
Pure in Darmar Varnish.	0 25
Superfine 12 00	

We Can Make Up Special Orders or Cut Odd Sizes and Ship Promptly

Our equipment is such that we can handle your special orders with the greatest dispatch. The advantage in being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

Stock Material Shipped Same Day as Order Received

Our stock-on-hand of standard and miscellaneous steel and iron is very complete—see our stock list.

Our tracing department will follow your order through to its destination—insuring prompt delivery.

Give our service a trial—we guarantee entire satisfaction. We always carry a complete stock of

BARS TEES RAILS SHEETS TURNBUCKLES BOLTS
TUBES PLATES NUTS RIVETS SPIKES ANGLES

Send for our monthly Stock List—It's yours for the asking

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $10.75; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40%; common, 70%.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅝, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 os., $2.60; 16 oz., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewarts', 17½% off Canadian list.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 55 p.c.
Eave trough, 8", per 100 ft., $2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½%; light, 25 and 12½%.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set ...	1 00

Asbestos Sad Irons.

No. 100, set	1 50
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz. $4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short globe, doz...	7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.
Rim knot lock No. 600, $1.60 per dozen.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 40%.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Gal. Tin	vanized
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 25½c; ½-lb pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.85; ⅜, $3.90; ½, $4.70; ¾, $5.65; 1 inch, $8.15; 1¼, $11.25; 1½, $13.50; 2, $18.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.70; ½ inch, $3.40; ¾ inch, $3.85; 1 inch, $5.75; 1¼ inch, $7.80; 2 inch, $12.50; 2½ inch, $19.80; 3 inch, $25.65; 3½ inch, $31.05; 4 inch, $36.90; 4½ inch, $45; 5 inch, $53.10; 6 inch, $68.40.

PLASTER. Paris, per bbl., $3.25

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 00
25-lb. irons, per cwt.	3 10
1½-lb. tins	0 06

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 16c base; British Manila, 13½c base; lath yarn, 10¾c base.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell) 37½% off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHAVING SOAP (Colgate's), Shecks, Cream, Powder, per doz., $2.65.

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball, $11.20.

SHEET ZINC. Any lots, 16c.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.

TURPENTINE.
Per gal., barrel lots, 80c.

VARNISHES.

	Per gal.	cans
Carriage No. 1	1 75	
Elastic Oak	1 90	
Furniture No. 1	1 00	
Gold size Japan	2 25	
Turps, brown Japan	1 00	
Crystal Damar	2 50	
Oilcloth	2 25	

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Decorators' pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B., $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRENCHES.
Stillson, 65 and 5% off.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Knowledge is Power

That is why we advertise, for we believe that the more we can tell you about ourselves, the more knowledge of our methods of doing business you will have.

The more knowledge of our Service and policy that you possess, the greater will be your desire to join forces with us; for you will appreciate all that this "Service" will mean to you.

If you buy and sell Hardware, Sporting Goods, Cutlery and Heavy Goods, or any of the four, you will want to deal with "The Big Winnipeg House" eventually, for our "Service" and policy make prosperous Merchants. Why hesitate another day when all we offer is within your reach? Write to us and we will have our Traveller call and tell you all about our Service; or write for a Catalogue. Tell us what you are interested in, and we will send you the information pertaining to your line.

The ambitious Merchant cannot afford to be without our "Service," for it is the shortest cut on the road to his prosperity.

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"THE BIG WINNIPEG HOUSE"

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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It's a Pink anyway you take it, and it's the best Peavey made.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.



A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

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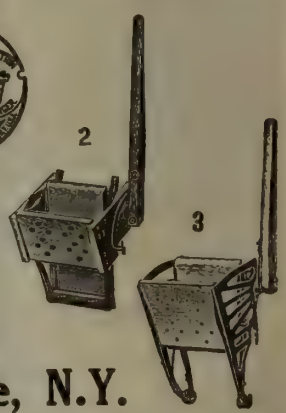
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Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

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White Mop Wringer Co., Fultonville, N.Y.



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Newspapers, magazines, farm and religious journals, poster and bulletin showings, mailing and follow-up campaigns are telling the story of Martin-Senour quality and service.

INTERIOR AND EXTERIOR DISPLAYS WILL CONNECT YOUR STORE WITH THIS GREAT NATIONAL CAMPAIGN

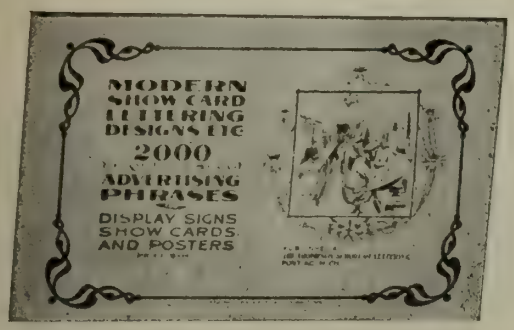
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PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

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BY

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NOW is the time to make YOUR STORE the place where farmers flock for the "FAMOUS FIVE" Mower Files:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

Bumper crops should make this year the *best ever* in Mower Files. And the fact that we supply 90% of Canada's file requirements gives you an idea of what you can expect with the "Famous Five."

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Jobbers Everywhere

Port Hope **Ontario**

A Straight Talk By The Manager

This New Business Belongs to You, If You Want It.

I have it on good authority that there are now no less than 60,000 Ford Motor Cars in commission in Canada. The Canadian factory of the Ford people will turn out 30,000 more cars this year, of which 5,000 will be sold in Australia and New Zealand. The remaining 25,000 will go to swell the number of Canadian Fords.

Now, the Ford owner is the best prospect in the world for auto accessories. The average Ford owner will spend from $60 to $100 per year at the least, and he can be induced to spend much more when he is shown that the investment will make his car as comfortable and easy-running as cars of a much more expensive class.

If the Ford were the only car in existence in Canada there would still be good profit for you, wherever you are located, in selling auto accessories. And the advertising section of this week's issue of Hardware and Metal will prove an invaluable guide to you, in establishing what will be one of the most profitable departments in your store.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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WANTED—FOR PROVINCE OF BRITISH Columbia, agent to handle my lines, especially chain. Address Alexander Gibb, St. Nicholas Bldg., Montreal. (19)

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TRAVELLER TO HANDLE WELL-ASSORTED line of stoves and furnaces between Toronto and Montreal and Toronto and Fort William, on a commission basis. Apply to Box 183, Hardware & Metal, Toronto. (19)

SITUATION WANTED—BY LIVE, CAPABLE hardware salesman, with fifteen years' first-class experience, position with Western retail or wholesale firm. Box No. 180, Hardware and Metal. (19)

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FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

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ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

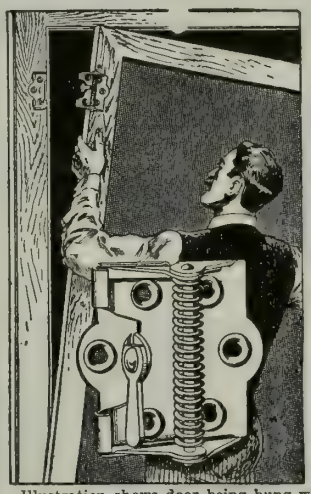
HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

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Signed .....

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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NON FERROUS ANTI FRICTION
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HARDWARES ALL SELL IT.

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A Germantown of quality that gets big business
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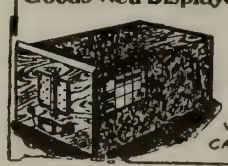
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have been the Standard for over eighty years
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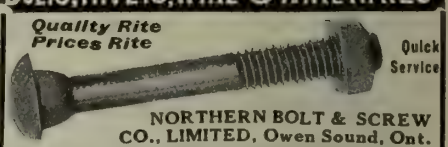
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BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
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Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
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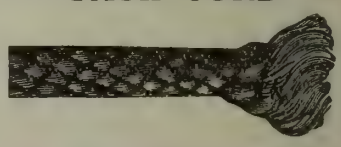
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Quick Service
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They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
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The only steel bell factory in Canada.
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is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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are unequalled for cutting and wearing qualities.



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Manufacturers of
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Just the Tool for Inexperienced Glass Cutters



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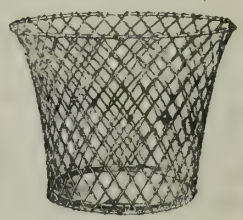
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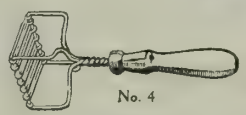


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Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Millbury, Mass.

Plate Clamps.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Plyers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Polishes, Metal.
Can. Fairbanks-Morse Co., Montreal.
Northwestern Chemical Co., Marietta, Ohio.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

Pulleys.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.

Pumps.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump Valves.
Canadian Consolidated Rubber Co., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Ranges.
Kir-Ben, Ltd., Almonte.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.

Razors.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y

Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
Brandram-Henderson Co., Montreal.

Refrigerators.
MacKenzie Bros., Winnipeg, Man.
Sanderson & Harold Co., Paris.

Registers.
Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney
Canada Wire & Iron Goods Co., Hamilton, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Roofing.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Roofing Supplies.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

Rope.
Consumers Cordage Co., Montreal.

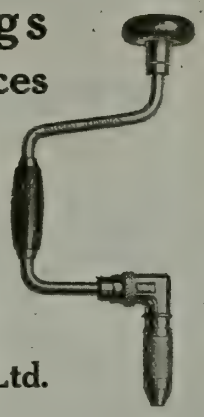
Rope Blocks.
The Herbert Morris Crane & Hoist Co. Ltd., Toronto, Ont.

Row Boat Motors.
Melchior, Armstrong & Dessau, New York, N.Y.

Runways, Hand Operated.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Runways, Electric.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Auger Bits with ordinary shanks, and Precision Turned Shanks, Bit Braces, Screw Drivers, Counter Sinks, Expansion Bits, etc.

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St. Catharines, Ont.

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It's Made of Heavy Open Hearth Steel Wire

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You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.



The Banwell-Hoxie Wire Fence Co., Ltd.
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Hamilton, Ontario

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A babbitt of quality

For Heavy Pressure



For High Speed

Always reliable. Stocked by hardware dealers.

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HAMILTON, ONT.

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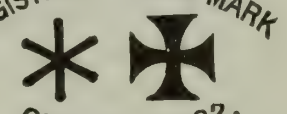
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SHEFFIELD, ENG. LIMITED

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GRANTED 1682.

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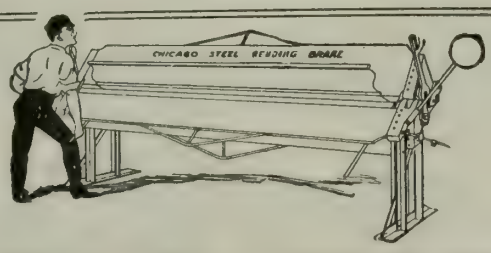


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are the best value—get our circular explaining why and giving price. Also made with pail shelf and bolts.

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Limited
Otterville, Ont.



CHICAGO STEEL BENDING BRAKES
(Made in all sizes)

Regarding the Steel Bending Brake we purchased last Spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,
THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Canadian Consolidated Rubber Co., Montreal.

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Simonds Canada Saw Co., Montreal.

Saw Specialties.
Victor Saw Works, Hamilton, Ont.

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Aylmer Pump & Scale Co., Aylmer.

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MacKenzie Bros., Winnipeg, Man.
Sanderson, Harold Co., Paris, Ont.

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The Stanley Works, New Britain, Conn.

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Butterfield & Co., Rock Island, Que.

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

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The Carborundum Co., Niagara Falls, New York.

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MacKenzie Bros., Winnipeg, Man.

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Geo. W. MacNeil, Toronto.

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G. F. Stephens & Co., Winnipeg.

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Cameron & Campbell, Toronto.

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Berry Bros., Walkerville, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

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Lundy Shovel & Tool Co., Peterboro.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Fal
Oneida Community, Ltd., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Slings.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Sockets.
Can. Fairbanks-Morse Co., Montreal.
Richards-Wilcox Canadian Co., Lonronto.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Toronto.

Spark Plugs.
Can. Fairbanks-Morse Co., Montreal.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods.
H. S. Rowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal

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Collins Mfg. Co., Toronto, Ont.
Eureka Planter Co., Woodstock, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Springs.
R. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fixtures.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain, Conn.

Steel Wire Hoops.
Dominion Iron and Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
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Butterfield & Co., Rock Island, Que.

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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.

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Gurney Foundry Co., Toronto.

Stove Pipes.
Soren Bros., Toronto.

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Interstate Electric Novelty Co., Toronto.

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MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythes & Co., Toronto.

Telescopic Ash Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Tools.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
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Brown-Boggs Co., Hamilton.
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Richards-Wilcox Canadian Co., London, Ont.

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Can. Fairbanks-Morse Co., Montreal.
Lewis Bros., Ltd., Montreal.
The L. S. Starrett Co., Athol, Mass.

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Clayton & Lambert Mfg. Co., Detroit.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

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Canadian Sunbeam Lamp Co., Ltd., Toronto.
Mainer Electric Mfg. Co., Winnipeg.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Metallic Roofing Co., Toronto.

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Adamson Mfg. Co., Hamilton.

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Meakins & Sons, Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
J. R. Dunn & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Easy Washer Co., Toronto, Ont.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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C. S. Norcross & Sons, Bushnell, Ill.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

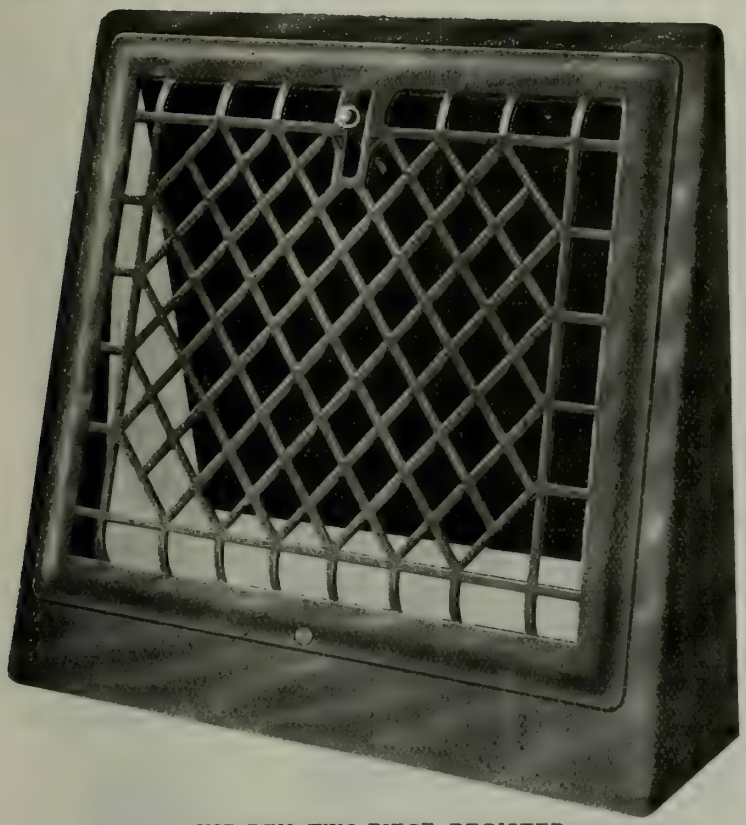
Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg

Wood Specialties.
E. B. Salyerds, Preston, Ont.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

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(Also made with lugs)



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(Also made without lugs)

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Base Plates
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In short, a full line, in a full line of sizes.

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One and two-piece types, each with and without lugs.

Handsome in appearance and designed to harmonize with any style of architecture or furnishing.

Perfectly smooth in all parts to prevent lodging of dust.

Kir-Ben Valve Mechanism (simple and durable) permits adjustment of valve at any desired opening. Very easy to install.

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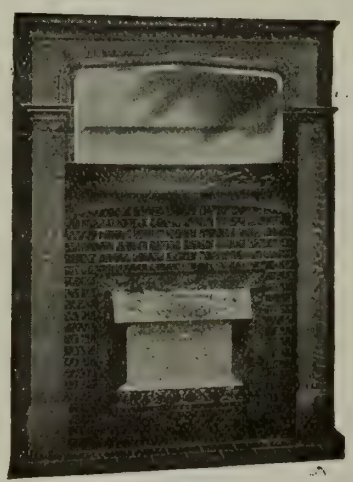
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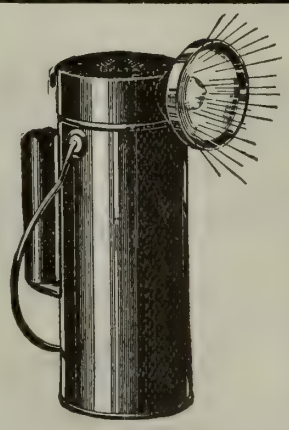
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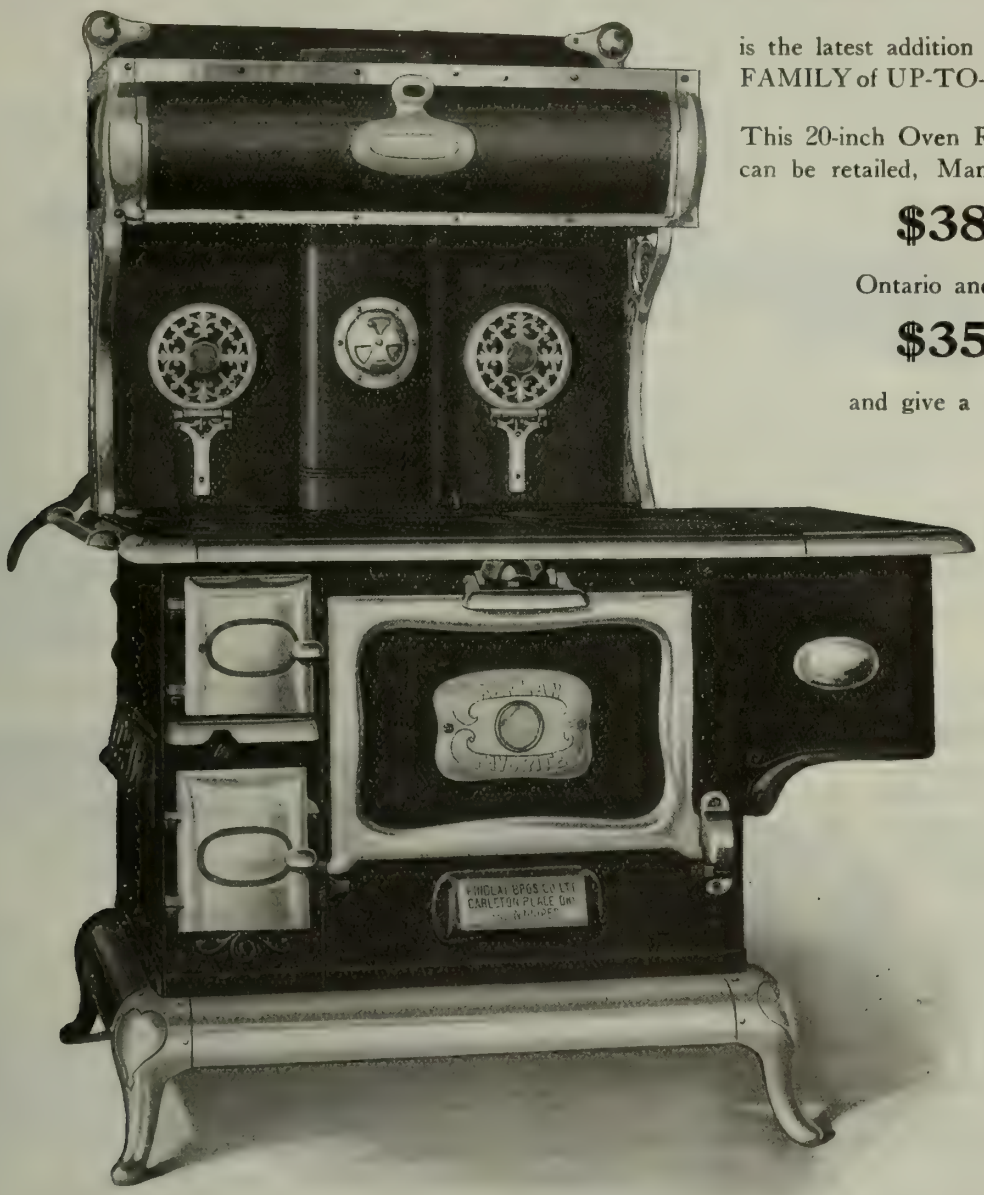
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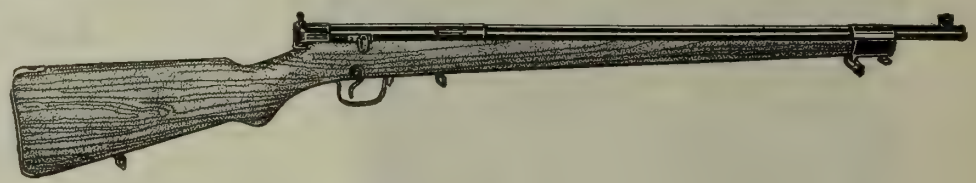
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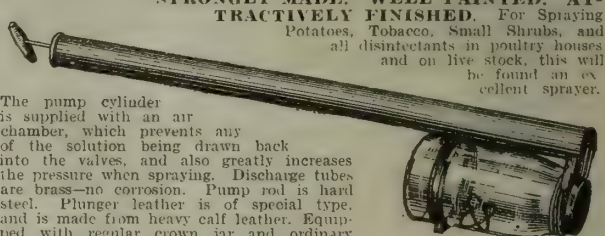


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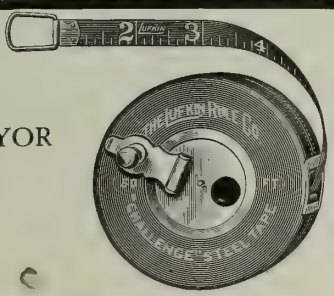
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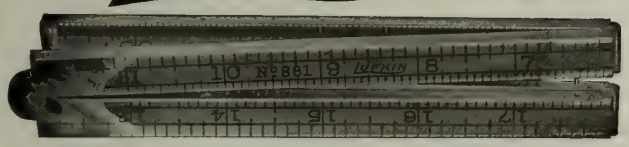
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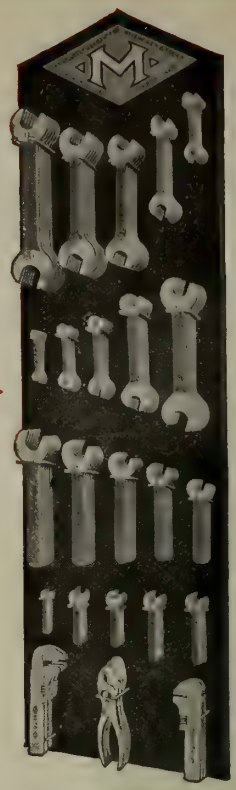




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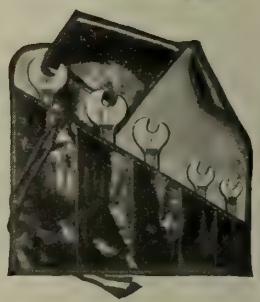


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Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 May 15
No. 20 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
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See Supplement "A" showing all styles and sizes

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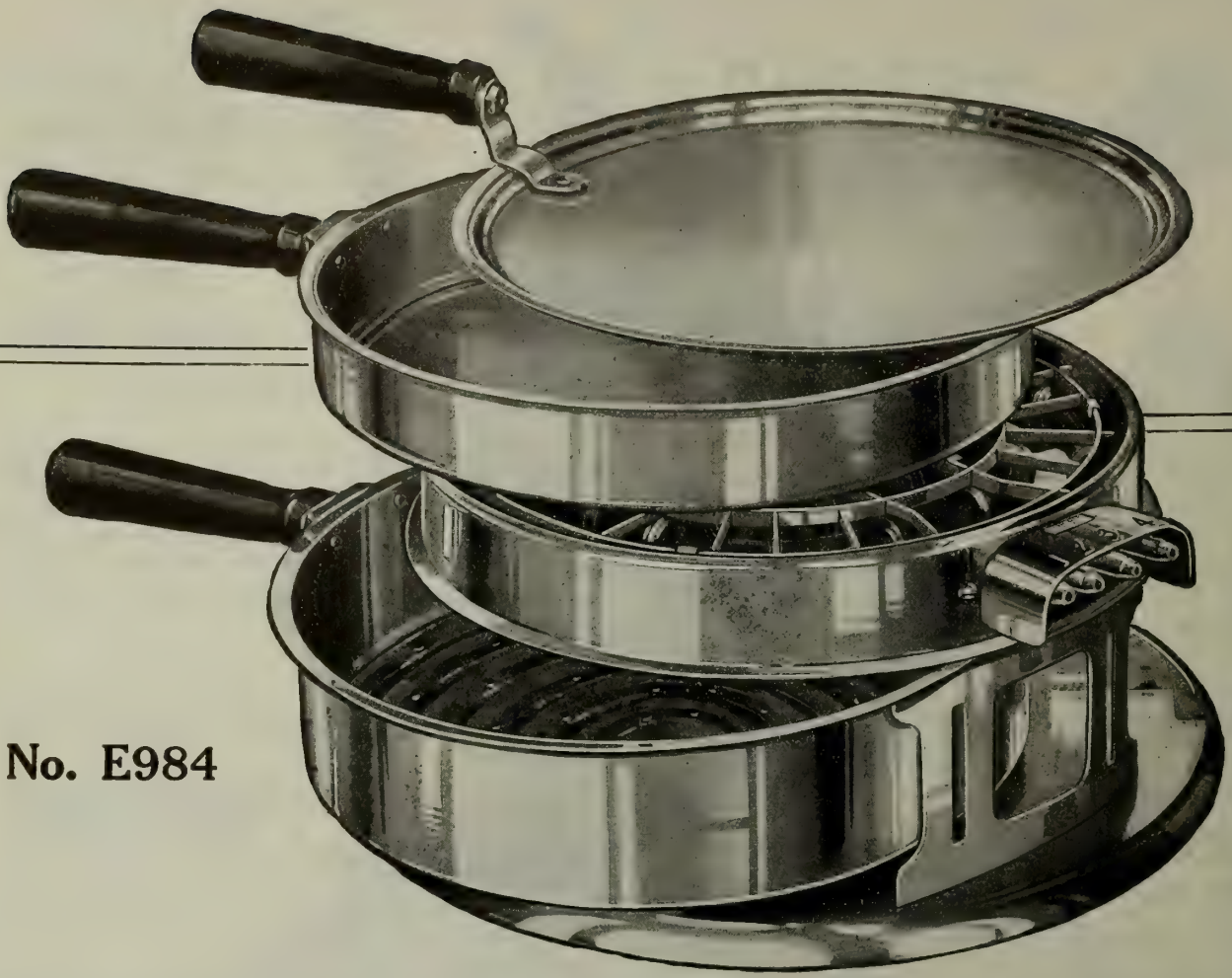
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UNIVERSAL

For prices, etc., write to your Jobber, or direct to us.

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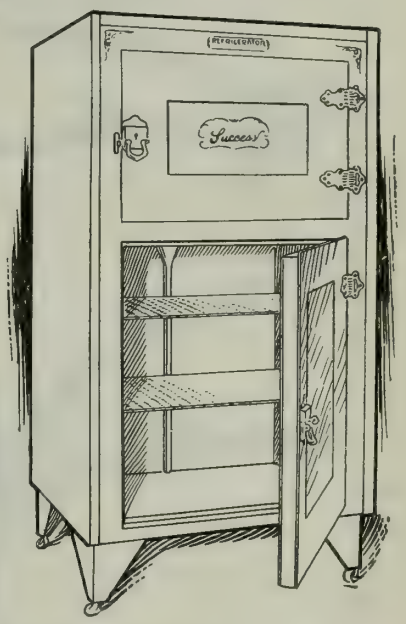
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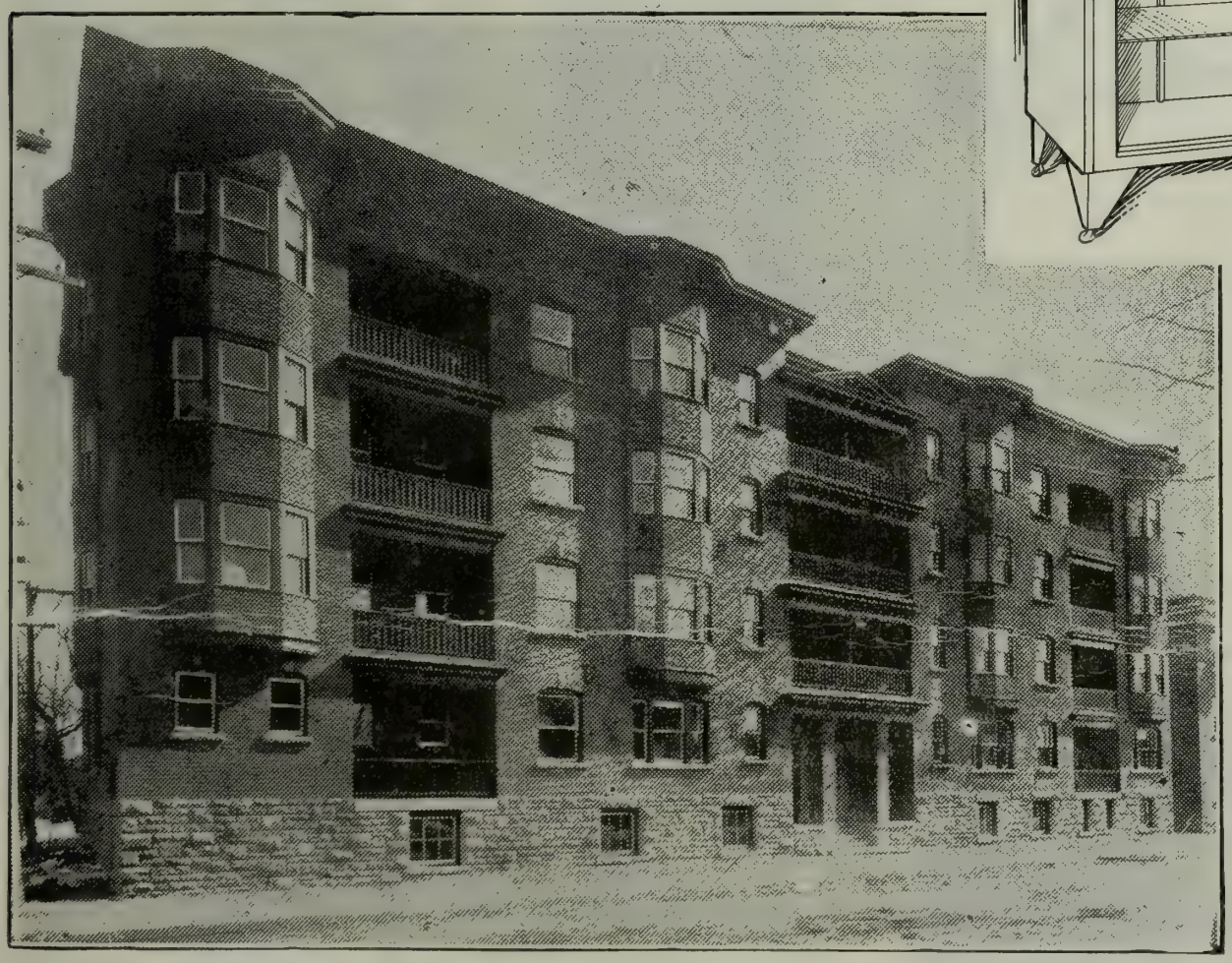
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"The most perfect ALL-STEEL Refrigerator made"

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Made by American Shearer Mfg. Co.

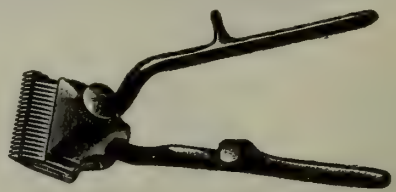
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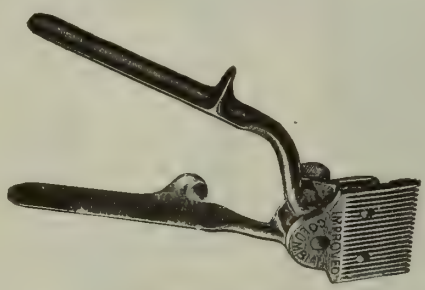
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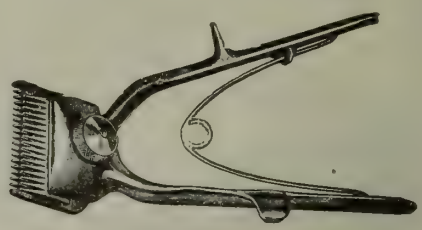
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with visible spring, retailing at about $1.00.

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Always use C-D Wringers with C-D Washers. The Combination gives Unequalled Results.

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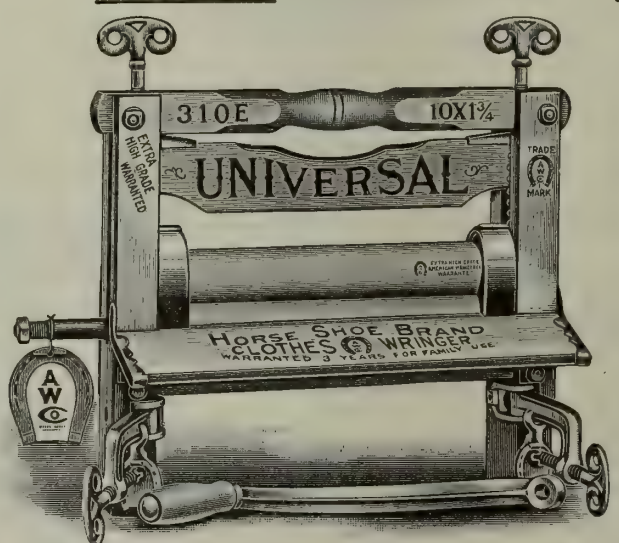
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AVOID DRAFTS

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No. 150

Trimont Mfg. Co., 55-71 AMORY STREET **Roxbury (Boston), Mass.**

Hardware Dealers—**An exact duplicate of the ad. below appears in the May 13th and 20th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.**



Starrett Combination Set

A Starrett Combination Set is a complete instrument based on the original combination square invented and patented by L. S. Starrett. It combines on one grooved blade or rule three sliding heads as follows: A square, a protractor, and a center head.

Where Used

The tool may be used with any of these heads singly or in combination. It is useful in laying out all kinds of work, especially jigs, dies, etc., and in testing progress as work is done. There is a spirit level in the head of the square and also a scriber for laying out work.

Quality of Graduations

The blades of Starrett Combination Sets are graduated by the special Starrett process, which insures cleaner, sharper, finer graduations than is possible with any other method.

Two Styles

These Combination Sets are made with cast iron heads or drop forged heads, as preferred. The drop forged head is hardened and is more durable but is also more expensive. The graduations on the blade are metric or English, as preferred.

Sizes

The tool is made in the following sizes: 9″, 12″, 18″, and 24″, with prices from $3.75 to $5.75, depending on size and style.

Send for free catalog No. 20M.A.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

42-450

Starrett Tools
The Standard Instruments of Precision



Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand — one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

"The Tools You'll Sell Again"



Made in Canada



BUTTERFIELD

TAPS, DIES AND REAMERS

will give your customers a service that is different—a service that they will want more of and which will make them your steady customers.

This is what Butterfield tools are doing for others, and what they will do for you.

Test their merit as trade-builders —you have everything to gain and nothing to lose.

Trial order?

BUTTERFIELD & CO. INC.

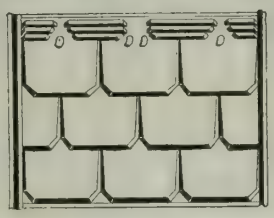
ROCK ISLAND, QUEBEC

DERBY LINE, VT.

"EASTLAKE" Shingles

TINSMITHS:

The way is open for you to beat the wood shingle man. "Do it now."



FOR HOUSES AND BARNS:

The "Eastlake" is the pioneer and most popular metal shingle in Canada.

JUST LET THIS FACT SINK IN AND PROFIT BY IT—

You can to-day buy and lay Galvanized "Eastlake" Shingles on house roofs, ADDING A GOOD ROUND PROFIT, for practically the same money as a carpenter charges for wood shingles. Do you realize what this means? One thing that it means is Thousands of Dollars' profits to Tinsmiths! Will you investigate? Will you write us for proof of our statement? Will you ask us for a supply of advertising literature to help you get your share of these profits?

HERE ARE THE ARGUMENTS: "EASTLAKE" AGAINST WOOD—

First cost practically the same.
Last 3 or 4 times as long.
Fire and spark-proof.
Lightning-proof.
Increases property value.
Reduces insurance rates.
Benefits community by reducing fire hazard. Sheds clean rain-water and more of it. etc.

Don't you think you can beat the wood shingle man with all these arguments in your favor? Do it now! Write at once and get started.

THE METALLIC ROOFING COMPANY, LIMITED, Manufacturers

TORONTO and WINNIPEG



No. 2737

SCISSORS

Best quality all-steel scissors, nickel bows and blades, screw joint, light model.

The only scissors, of this quality, in these staple patterns shown in Canada to-day.

Stocked by all leading jobbing houses.

Manufactured by

Geo. Wostenholm & Son
Sheffield, England

A. Macfarlane & Co., Montreal
Canadian Representatives



No. 2736

DON'T CARRY A LARGE STOCK

of chain-blocks, as of course you will be obliged to do if you deal in foreign-made blocks.

Be a Morris Dealer and carry just one or two of each size. Our stock of chain-blocks is the biggest in Canada, and every order is shipped the same day we receive instructions.

Some dealers make no attempt to handle chain-blocks, thinking a big stock necessary, and not wishing to be responsible for foreign-made articles.

Morris Chain-Blocks are built and stocked in Toronto and completely satisfy both objections. You should look into this useful addition to your lines. Your customers will make it worth while.

THE HERBERT MORRIS CRANE & HOIST COMPANY, Limited,

EMPRESS WORKS, PETER STREET, TORONTO.

Mower Files
FOR
Bumper Crops

Signs point to bumper crops this year. Mowers will see more service. Knives will need more re-sharpening. TIME will be a vital factor in the harvest-season.

By advising YOUR trade to use the "Famous Five"

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

YOU do your share in making 1915 a record year of Farm-Production *and* Profit.

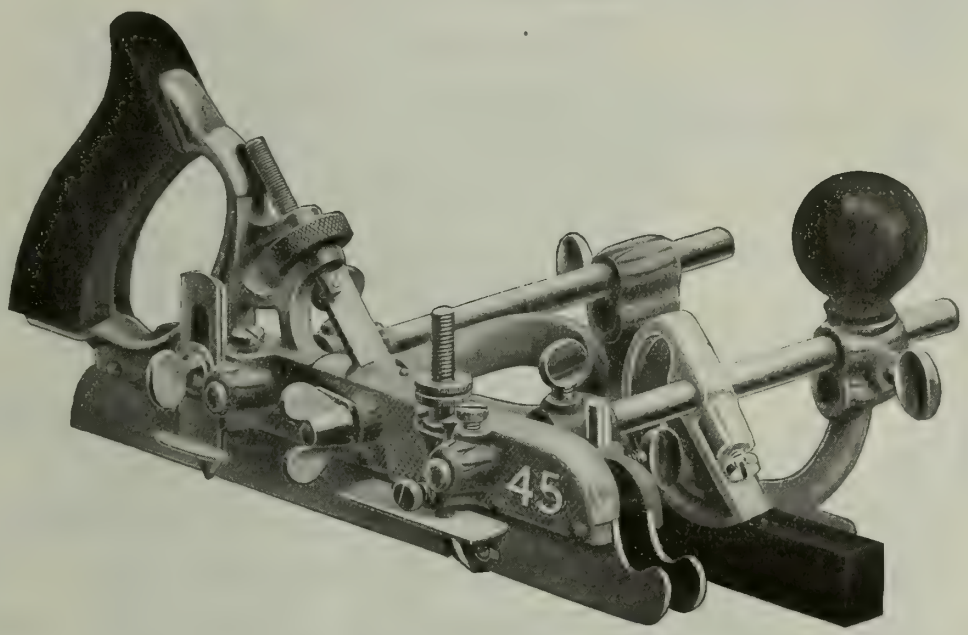
The "Famous Five" reflect 50 years' experience in making *successful* files. They're the *limit* of goodness in Mower Files.

And by using the "Famous Five"—and replacing each worn file *promptly*—your farm-friends spend less time sharpening knives and have more time to garner the golden harvest.

Be sure your stock is in shape for the Harvest rush. And do your share by showing your trade the RIGHT way to get the MOST from the "Famous Five."

NICHOLSON FILE CO.
(Jobbers Everywhere)
Port Hope **Ontario**

Stanley Tools



Stanley "Forty-five" Plane

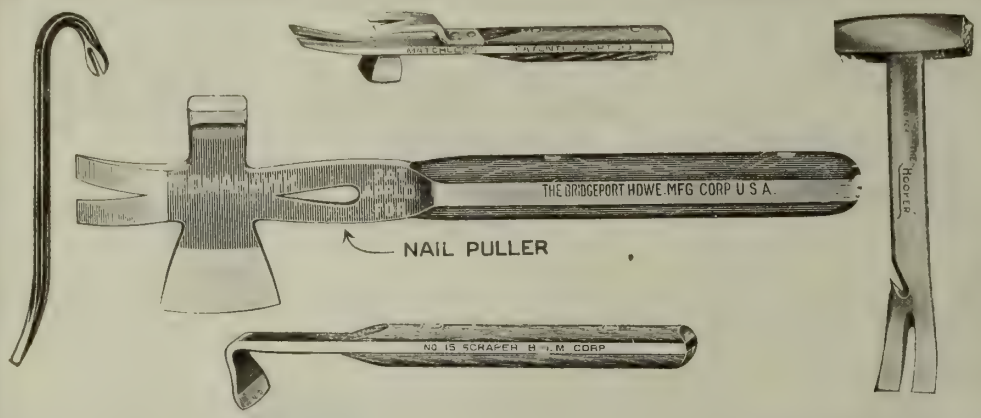
This tool has long been popular with Carpenters, Joiners, Cabinet Makers, Pattern Makers and other artisans interested in woodworking of any description.

Combining as it does SEVEN TOOLS in a compact and practical form, occasions its use on many a job.

Display it with its cutters in your window and see that your tool-using customers receive our 12-page "FORTY-FIVE" booklet describing the tool in detail.

A Profitable Tool for You to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



CONSIDER THIS!

The

Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from

Get our Catalog and Prices

The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave.
Montreal

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co.,

LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

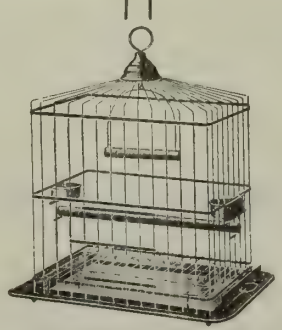
A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.







"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

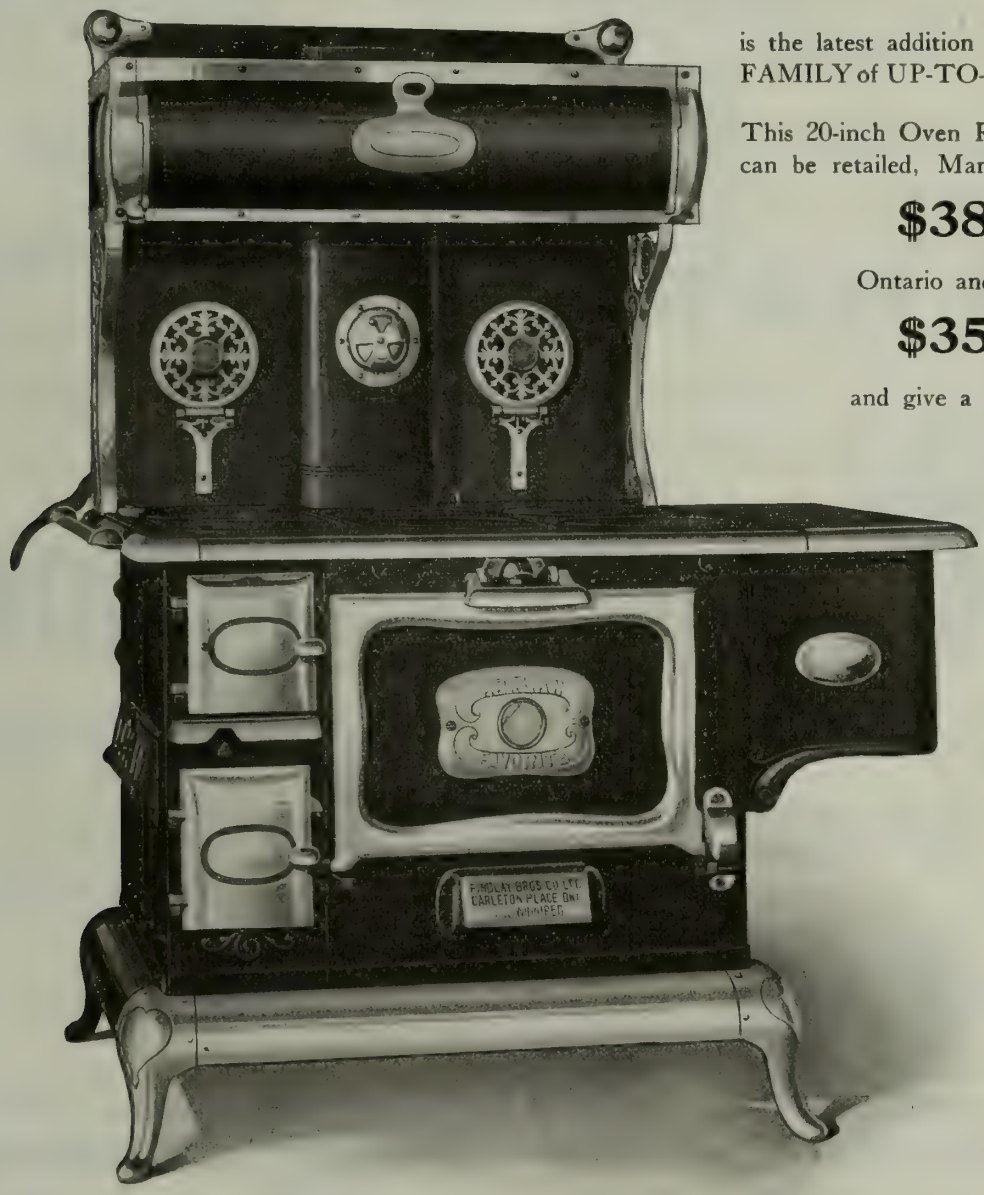
THE ANDREW B. HENDRYX CO.

New Haven, Conn.



A New Range at a Sensational Price

THE ARKLAN FAVORITE



is the latest addition to the FAVORITE FAMILY of UP-TO-DATE Steel Ranges.

This 20-inch Oven Range, just as shown, can be retailed, Manitoba and West for

$38.00

Ontario and East for

$35.00

and give a Fair Profit.

Made in two sizes, 18 and 20-inch ovens.

Has Key-Plate Top with Front Lift, Six 9-inch Covers, Duplex Grates, Sectional Linings, Extension Fire-Box for Wood, Copper Reservoir with Encased Cast End, Roomy High Closet with Drop Door and Teapot Stands.

The ARKLAN FAVORITE is **RIGHT IN STYLE, RIGHT IN QUALITY, RIGHT IN PRICE.** A complete Range in every detail and will enable you to overcome Low-Priced Competition, and at the same time net you a fair profit.

Furnished with either 8-inch or 9-inch Covers as desired. ORDER A SAMPLE. ITS APPEARANCE AND PRICE IS SURE TO MAKE IT A SELLER.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

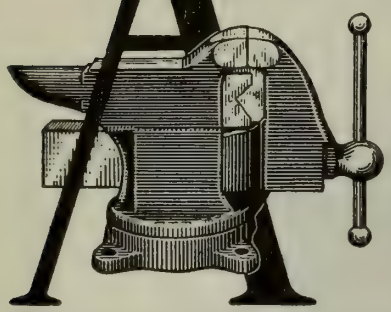
Wholesale Jobbers for Alberta—REVILLON WHOLESALE LIMITED, EDMONTON

NOW is the time to sell **Corrugated Iron.** Ours is made of the best quality, evenly-coated galvanized sheets and is stamped instead of being rolled, making it absolutely straight and uniform.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

AUTOVISE



No other vise so suitable for all kinds of Automobile Repair Work

THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

Send for catalogue of largest and most complete line of vises made.

VISES *A Type and Size for Every Service*

ROCK ISLAND MFG. CO.
Rock Island, Illinois

An increase of over 40 per cent.

on last year's Spring business is a tribute to the growing popularity of

RONUK

the English Wax Polish and Cleanser for Floors, Furniture and Linoleum.

This is because

—the goods are right and necessary in every house

—our steady advertising campaign keeps them moving.

Why not come in on this new business?

We can honestly invite you to take up a line, which we guarantee will not be "dead stock."

Ask your jobber, or write us for particulars of Special Introductory Deal, Samples and Price List.

RONUK LIMITED, 53 Yonge St., Toronto
Factory—Portslade, England

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



PEDLAR'S "PERFECT" PRODUCTS
MADE IN CANADA



Are You Selling

Metal Roofing? Then you should investigate our Galvanized Steel Shingles—the last word in modern roofing material.

PEDLAR'S "OSHAWA" and "GEORGE" SHINGLES

are locked on all four sides, thus making them Rain-Proof, Fire-Proof, Wind-Proof and Lightning-Proof. These shingles are giving entire satisfaction on Barns, Residences, Churches and Public Buildings in all parts of Canada.
The "Oshawa" (16" x 20") for dwellings and small buildings.
The "George" (24" x 24") for barns and large buildings.

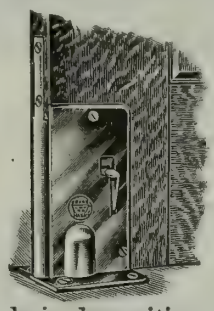
Write for Shingle Book "H.M."
Address Nearest Branch.

THE PEDLAR PEOPLE, Limited
Established 1861
Executive Office and Factories:
OSHAWA, ONTARIO
Branches—Montreal Ottawa Toronto London Winnipeg
52-O

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 20. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

BUFFALO



"A" GAS ENGINE OIL
is offered as a

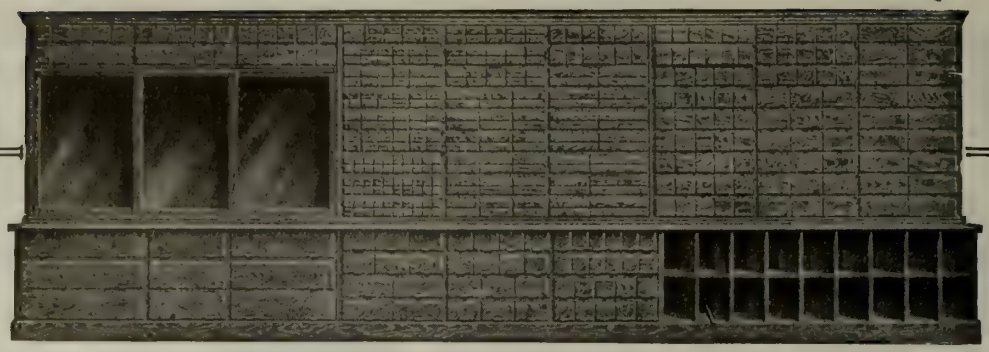
SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customers this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited
WINNIPEG, MAN.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.

THE PLANT BEHIND OUR PRODUCTS



Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

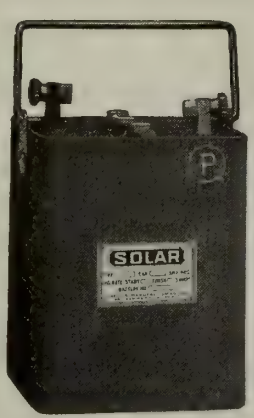
For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

JOHN CHATILLON & SONS

85 Cliff St. - New York City

Quality is absolutely guaranteed.



Solar Storage Batteries

Are particularly adapted for Automobile ignition, Automobile lighting, stationary gas engines, motor boat ignition and isolated house lighting.

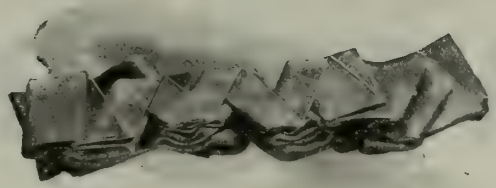
Solar Batteries are put up in lock corner boxes, and are, actual capacity considered, the lightest and neatest storage batteries on the market.

Efficient and Durable.

Write for descriptive literature.

THE MAINER ELECTRIC COMPANY, LIMITED

WINNIPEG



Bend It!
Form It!
Seam It!

TONCAN METAL

SHEETS

will withstand all of this better than any other sheet metal made from iron ore.

The above photograph shows a piece of No. 16 gauge TONCAN METAL which was subjected to the severe and unusual strain of hydraulic hammering without breaking.

Besides—

TONCAN METAL

Resists Rust and Corrosion

Furnish your trade with TONCAN METAL Roofing, Siding, Eavestrough, Conductor Pipe, Ventilators, Skylights and Tanks.

They will appreciate it, and advertise you. That's where you gain.

GET PRICES FROM

The Pedlar People Ltd., Oshawa, Ont.
Canadian Distributers

The Stark Rolling Mill Co., Canton, Ohio
Sole Manufacturers



Will Double Your Hack Saw Sales

Every true mechanic will be delighted when you show him this new Hack Saw. For nowhere else will he get the positive pistol grip and full stroke—so necessary for the best work—that are prominent features of this

MILLERS FALLS
STAR HACK SAW No. 1027

The Millers Falls "Pistol Grip" fits any hand without crowding; it allows perfect control always and has the "hang" that gives firmness to the stroke. The handle is vulcanized around a strong steel rib which is bolted to the upper part of the frame.

The thumb screw for tightening blades is placed at inner end of saw so that it offers no obstruction and permits the maximum stroke at all times. Frame may be adjusted to blades from 8 to 12 inches—the strong sheath at the back keeping it rigid at all lengths. Blades may be faced in four directions. Depth between frame and blade is 3½ inches.

Other Millers Falls Quality Tools that Create Demand.

Millers Falls Breast Drill 200, Extension Bit Holder 6, Glass Cutters, Hand Drill 1980 and Star Hack Saw Blades are well advertised and in demand among mechanics everywhere. They bring trade and help you keep it. Send for complete catalog, if you haven't one already.

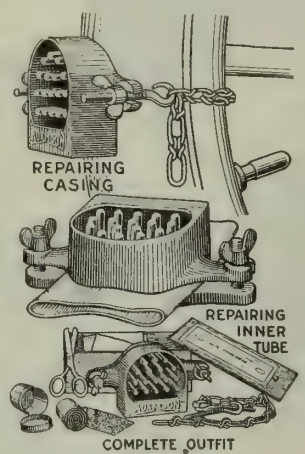
MILLERS FALLS TOOLS

MILLERS FALLS COMPANY
Millers Falls, Mass. and 28 Warren St., New York

The Millers Falls exhibit at the Panama-Pacific Exposition is in Block 26, Avenue D, Mfrs. Bldg. Don't fail to visit it while at the Fair.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



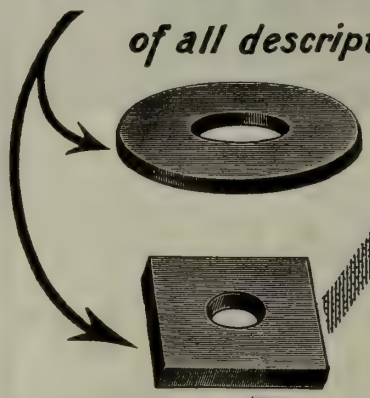
MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. ∴ HAMILTON, ONT.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

"Is it a freezer is wanted? Show them the WHITE MOUNTAIN."

This is the instruction by which the sale prospective is changed into the sale perfected.

That construction, peculiar to the White Mountain, which gives it exclusively, the triple motion, in operation, ensures to the user the

most firmly, smoothly frozen cream in the shortest possible time and with the least labor.



Strong and durably made: Sound tubs — Malleable castings — Strong cans, heavily coated with tin.

Simple and easy to operate: Cream frozen by this method takes only three minutes.

Clean and sanitary: Can, dashers, etc.—all removable for washing.

Made in all sizes—one to suit any requirement.

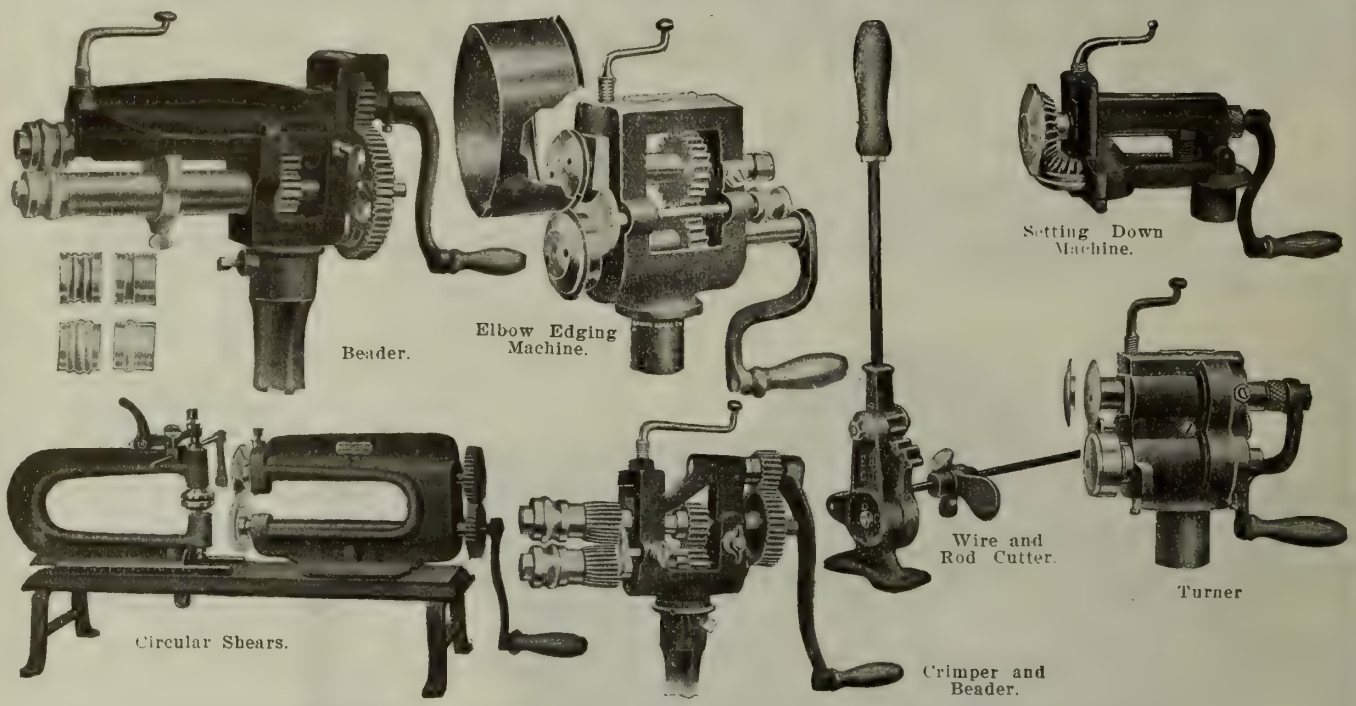
Hitch your summer trade to this drawer of sales.

MONTREAL LONDON
ST. JOHN N.B.
TORONTO HAMILTON

McClary's

VANCOUVER EDMONTON
CALGARY
WINNIPEG SASKATOON

EVERYTHING-FOR-THE-TINSMITH



THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & LOUCKS. Winnipeg and Edmonton

Quick Hot Water at a Big Saving

——of Gas——

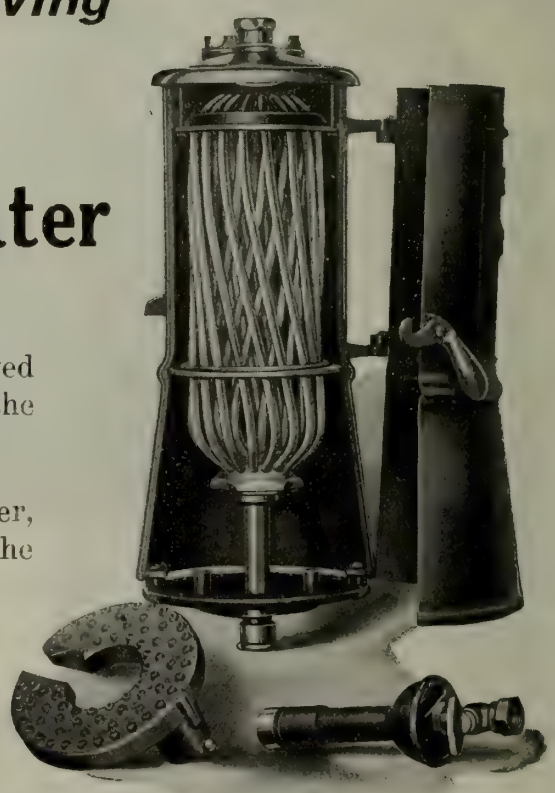
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

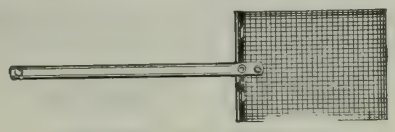
Wage War Against the Poisonous House-Fly

If circumstances prevent you going to the front to fight the Germans, you can still be of incalculable service to your fellow-men by doing your share in the suppression and extermination of the greatest menace to health and happiness which afflicts our homes during the summer months—the filthy, disease-spreading house-fly.

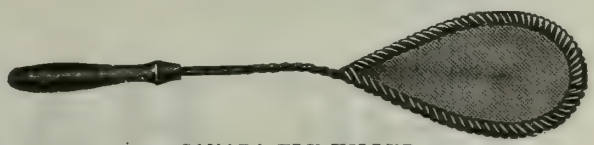
BEGIN EARLY—PROMPTITUDE MEANS SUCCESS—DELAY IS DANGEROUS.



BALLOON FLY TRAP.

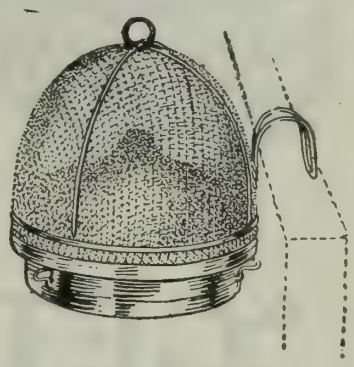


ONTARIO FLY SWATTER.



CANADA FLY KILLER.

Write for prices of Vermin Exterminators.



HODGE FLY TRAP.

E. T. WRIGHT CO., LIMITED, ∴ ∴ HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

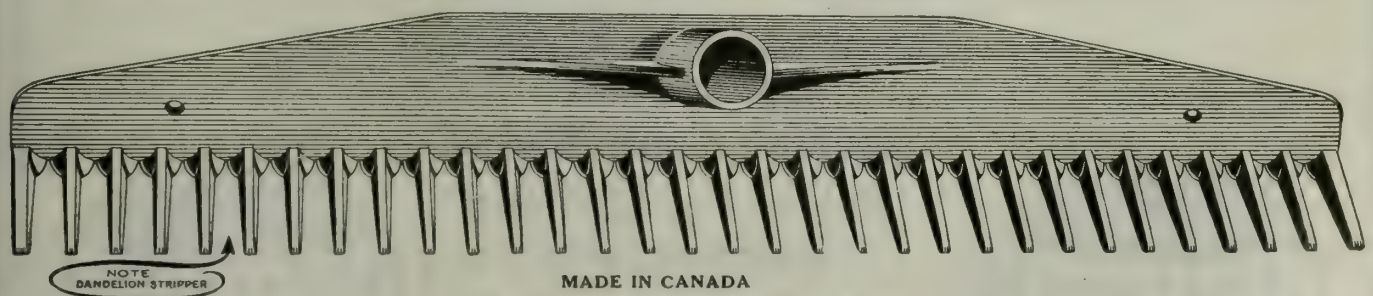
SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

DANDELION SEASON IS HERE

THE J. D. ALUMINUM RAKE IS HAVING A TREMENDOUS SALE

A new invention. Nothing like it ever shown before. For stripping Dandelion Buds it is unexcelled. Does not allow the dandelion to bloom, hence **no dandelions**, and is a great boon to all who appreciate a beautiful lawn.



MADE IN CANADA

A few reasons for use in selling this rake:

It is a self-cleaning Rake.
Will not injure the lawn as other Rakes do; will pick up matches, peanut shells, cigar and cigarette butts, acorns, pebbles, etc.
Endorsed and used by the City Parks and Garden Departments.
Positively does not injure the crown of grass.
It is not necessary to use a sieve for top dressing this rake will do it.
The only tool made that will grade a lawn.
Made of aluminum—two-thirds lighter than any other rake.

THE DOUST SPECIALTY COMPANY, LIMITED, [77] York Street, TORONTO



28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



"GET THE HABIT"

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Get Another Habit

BUY THEM FROM US

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 15, 1915. No. 20

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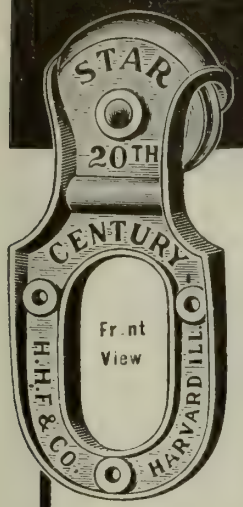
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Hangers That Sell More Hangers!





These simple "**20th Century**" **round-track hangers** appeal to the common-sense of your farmer customers who open and close barn doors every day of their lives.

They don't need a brass band speech to tell them **these hangers won't jump the track!!** They can see the **strong projecting, protecting lip.**

The powerful one malleable piece, comprising **frame** and **hood,** holds up the largest, heaviest doors. That means a lot to a barn owner!!

"20th Century" Barn Door Hangers

SMOOTH, QUIET-RUNNING

They just slip along on highly durable Roller Bearings —**without a squeak or a catch.** A slight impulse moves the door. They slide along like a sharp sled rail on slippery January ice—until the door is fully closed or open.

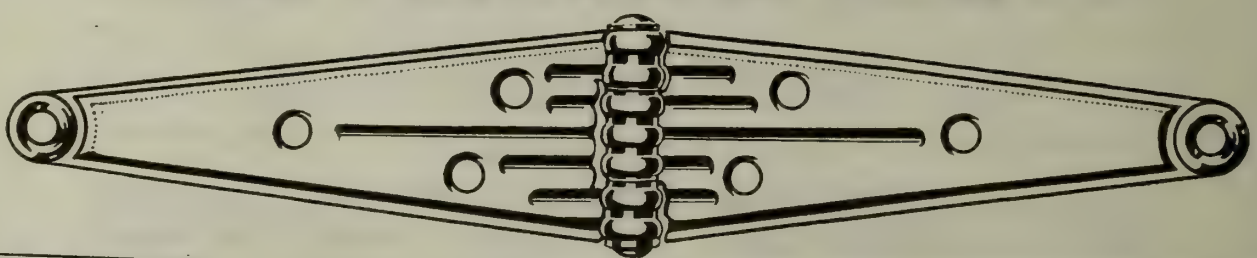
"20th Cen' Track is easy to install—built in 2-foot sections. So crated you can shove 100 feet of Track under the counter, where it will be out of the way.

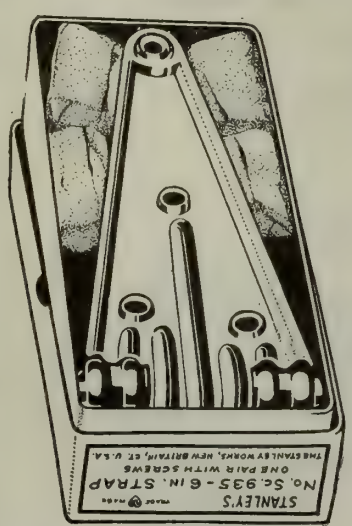
THE STAR LINE GOODS

Mackenzie Bros., Winnipeg, Man.

WHOLESALE HARDWARE SPECIALTIES

STANLEY'S





A Box of Stanley's, No. 935

In the STRONG STANLEY BOX

The Stanley Box is of the strong telescope pattern which has been used so many years for Stanley Butts and other wrought hardware. It is made under the same roof as Stanley Butts, and is of the same high quality. When you order Stanley's you know you will not receive a lot of flimsy boxes with flap ends and half the screws spilled out in the case.

Ask your Jobber for

Stanley No. 935, Corrugated Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T Hinge

In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY.

MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

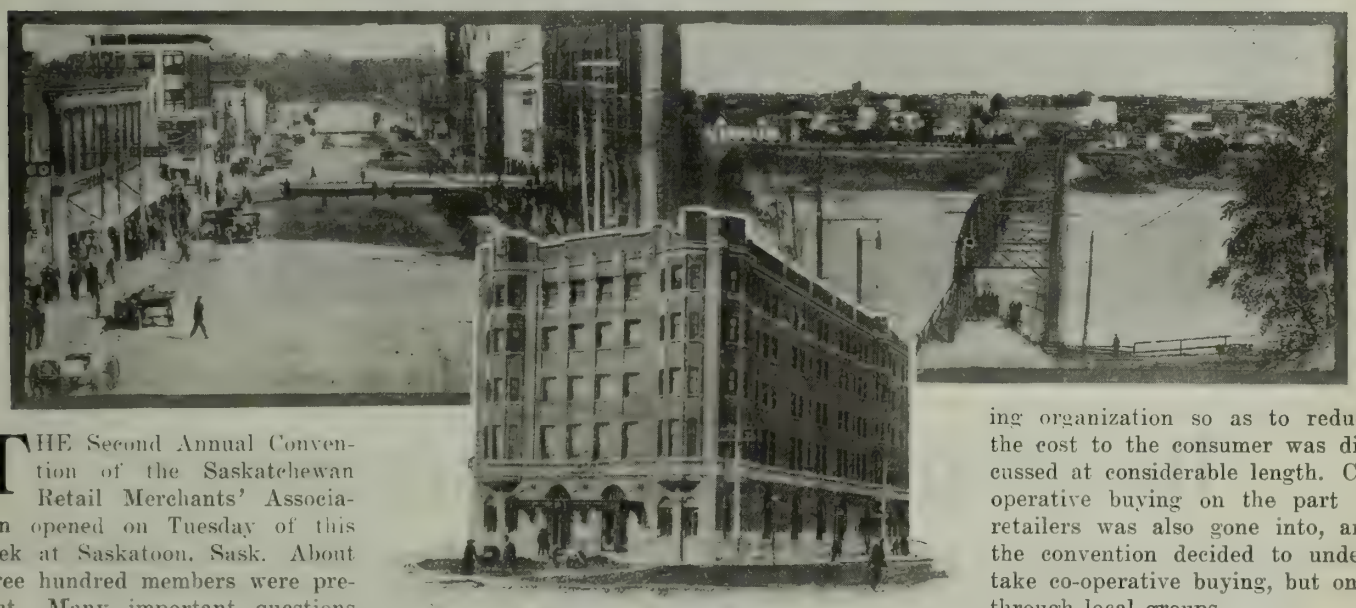
CANADIAN REPRESENTATIVES:
A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL.
Visit our booth at the Panama-Pacific Exposition, in Palace of Manufacturers, Block 26, Corner 5th Street and Avenue D.

HARDWARE AND METAL

Vol. XXVII. MAY 15, 1915 No. 20

Retail Merchants at Saskatoon

Second Annual Convention of Saskatchewan Branch R. M. A. Held at Saskatoon — Many Important Problems Discussed.



Views of Saskatoon the Convention City.

THE Second Annual Convention of the Saskatchewan Retail Merchants' Association opened on Tuesday of this week at Saskatoon, Sask. About three hundred members were present. Many important questions were brought up for discussion. On opening day the Resolution Committee was appointed. Addresses of welcome on behalf of the city were delivered by Mayor Harrison, President Murray and other officials. The majority of those in attendance at the convention arrived on Tuesday and were present for the business session early on Wednesday.

At the opening session on Wednesday the report of the Resolutions Committee and other business matters were dealt with. At 1.15 a number of the delegates visited the Quaker Oats mill and from 3 to 6 a business session was held. J. L. S. Hutchinson of the Saskatoon Hardware Co., Provincial Treasurere of the Saskatchewan R. M. A., addressed the meeting on topics of interest appertaining to the work of the Association.

At 7.30 Wednesday evening a banquet was held, at which speeches were delivered by visitors and officers of the Association. Another business session was held on Thursday morning and the annual meeting for the election of officers was held on Thursday afternoon.

The question of the retailers improving their buying powers and their selling organization so as to reduce the cost to the consumer was discussed at considerable length. Co-operative buying on the part of retailers was also gone into, and the convention decided to undertake co-operative buying, but only through local groups.



J. L. S. HUTCHINSON,
Hardware merchant, Saskatoon, Sask.

The mutual fire insurance scheme was also discussed and the convention agreed to put the matter in the hands of J. L. S. Hutchinson and two other members of the Association. If the scheme is put through the Association will not accept policies greater than one thousand in towns and two thousand in cities.

A great many other important matters were dealt with at the convention and a complete report furnished by a member of Hardware and Metal's editorial staff who was present at the convention will appear in next week's issue.

The majority of the retailers attending the convention are quite optimistic regarding the crop prospects and the business outlook for the future. Retailers state that they are paying more attention to buying, selling and credit problems than ever before in the history or the West. Nearly all agree that the business now passing is being conducted on a sound basis and that practically all wild-cat schemes which were so numerous three or four years ago have been eliminated.



View to right of entrance to Fraser Hardware Co. store.

Building to Suit Requirements

Description of the Store Erected by the Fraser Hardware Company, Galt, to Replace One Destroyed by Fire Two Years Ago — Exceptionally Wide Entrance to Store.

ABOUT two years ago the store and hardware stock of the Fraser Hardware Co., Galt, Ont., were destroyed by fire, and the members of the firm were confronted with the problem of erecting a new store suitable for their requirements.

The stock carried by the Fraser Hardware Co. is in some respects different to that of a great many firms, for the Fraser store makes a specialty of catering to the foundry trade—an important class of trade in Galt.

The Fraser business has grown with the city of Galt. The business was founded over 35 years ago by A. C. Fraser, who is still actively engaged. Associated with Mr. Fraser, Sr., is his son R. Fraser. Naturally during the past 35 years or more, the firm has built up a wide business connection. The new store faces on Dickson Street, and the main store covers a lot 40 x 90 feet, with an iron warehouse at the rear measuring 25 x 40 feet.

The basement measures 40 x 90 feet, and the stock room on the second floor is the same size. There is a separate warehouse at the rear of the store for carrying a stock of plaster, oils, cement, wire, gasoline, etc.

One of the accompanying cuts shows the main entrance to the store. This entrance is 40 feet in width, thus permitting space for three large display windows and two separate entrances. The display windows are unusually large and displays are changed weekly. Only recently the firm has started to place price cards, with prices shown in plain figures, on goods in the window and excellent results have been secured in this way. Prismatic glass, over the display windows, throws light to the rear of the store interior.

Two of the accompanying cuts show views of the main store interior. The photographer had some difficulty in taking the photograph with the result that some sections of the shelving and counters are not shown.

Immediately to the left on entering the left hand main entrance doors the sporting goods department is located. Here a representative stock is shown including baseball and football supplies, tennis goods, guns and ammunition, fishing tackle, etc. One silent salesman facing one of the main entrance doors is used for showing sporting goods.

To the rear of the cutlery department and clearly shown in one of the cuts is the paint department. A large section of shelving has been allotted for displaying painting materials.

Moving towards the rear of the store the household goods department is next. A large section of wall shelving is used for displaying enamelware, aluminumware, tinware, etc. Immediately in front of the paint and household goods section a number of tables are used to display seasonable lines of household goods.

Immediately on entering the right hand main entrance door, the customer finds himself in the tool and builders' hardware department where all the goods are neatly displayed in wall cases, silent salesmen and on shelf boxes.

The harvest and garden tool department is located at the rear of the tool

and builders' department and is shown in one of the accompanying cuts. All harvest tools are neatly suspended from large wall brackets.

The office is located in the right hand corner at the rear of the main floor.

The basement, measuring 40 x 90 feet, is used for stocking glass, building paper, etc., and is large and well lighted.

The second floor, reached either by stair or elevator, also measures 40 ft. x 90 ft. This floor is used for reserve stock, but by far the larger portion is used for stocking foundry and mill supplies of all kinds, including wood split pulleys, leather and rubber belting, bolts, screws, packings, etc.

The iron warehouse and the rear storehouse can be reached by going through a door from the main store or by a rear entrance from a lane.

Among other commendable features in the Fraser store are metallic ceilings, electric drop lights and a large freight elevator at the rear.

In addition to a large mill supply trade the Fraser firm enjoys a good share of city and farm trade.

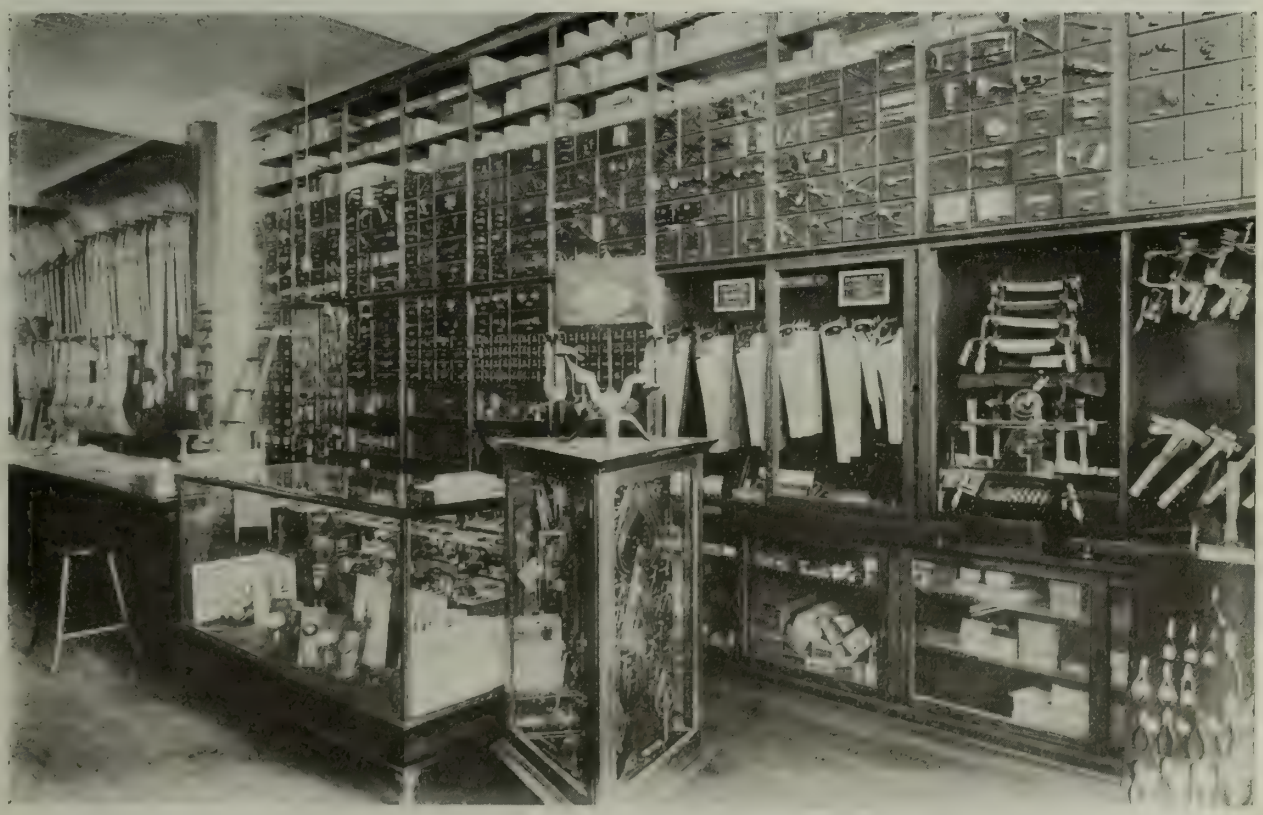
Both a cash and credit business is conducted, although a close watch is kept on credit accounts and undesirable accounts are eliminated as much as possible.

The new store is an exceptionally large and attractive one and although all the details of construction and arrangement of stock which the firm had in view, have not yet been carried out, the visitor can tell at a glance that the store has been carefully planned to meet the requirements of the firm, and to facilitate the rapid handling of merchandise—an important feature in the retail business of to-day.



Main entrance to Fraser Hardware Co. store—width forty feet.

The merchants of Galt report that business generally compares very favorably with last year. A Hardware and Metal representative recently visited a large number of Galt's retail firms, and almost without exception they reported that spring business so far has been highly satisfactory. One hardware merchant stated that sales for March and April exceeded sales of the corresponding months of last year. Both city and farm trade is good. Many of Galt's largest industries have secured huge orders for war materials, and have kept their plants running to capacity. This in turn has had a good effect on the retail trade. A great many large orders for shells are being turned out in Galt factories.



View to right of entrance to Fraser Hardware Co. store.

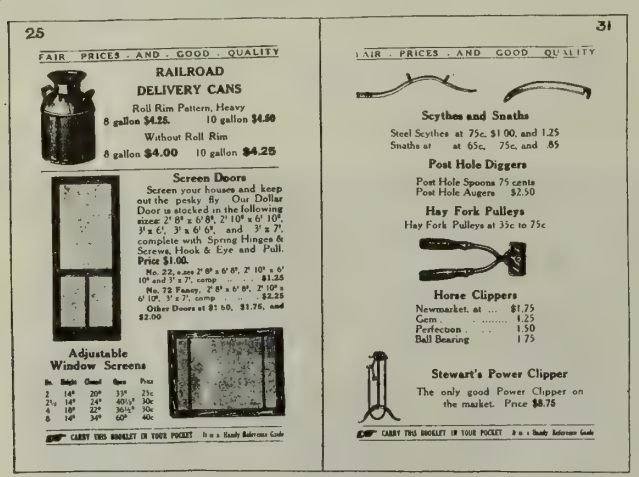


What Other Hardwaremen Do

ISSUED POCKET CATALOGUE.

M. WEICHEL & Son, Elmira and Waterloo, Ont., have issued a pocket size catalogue of Spring hardware lines. The catalogue, which measures 4 inches x 6 inches, consists of 38 pages. Two of the pages are reproduced herewith. A large number of hardware cuts have been used to illustrate the catalogue. Descriptions and prices are given for each article featured. The introduction on the front page reads as follows: "**A call to spring buyers of Hardware:**

In submitting this little booklet to you we are confident you will find it a handy reference guide to make your spring purchases of hardware, etc., etc. If you intend to build a house or barn, renew your fences, do any painting, or if you are in need of farm or garden tools, you will find it to your advantage to study the goods


25

FAIR PRICES AND GOOD QUALITY

RAILROAD DELIVERY CANS

Roll Rim Pattern, Heavy
8 gallon $4.25. 10 gallon $4.50
Without Roll Rim
8 gallon $4.00 10 gallon $4.25

Screen Doors

Screen your houses and keep out the pesky fly. Our Dollar Door is stocked in the following sizes: 2' 8" x 6' 8", 2' 10" x 6' 10", 3' x 6', 3' x 6' 6", and 3' x 7', complete with Spring Hinges & Screws, Hook & Eye and Pull. Price $1.00.

No. 22, x see 2' 8" x 6' 8", 2' 10" x 6' 10" and 3' x 7', comp $1.25
No. 72 Fancy, 2' 8" x 6' 8", 2' 10" x 6' 10", 3' x 7', comp $2.25
Other Doors at $1.50, $1.75, and $2.00

Adjustable Window Screens

In.	Height	Closed	Open	Price
2	14"	20"	33"	25c
2½	14"	24"	40½"	30c
4	18"	32"	36½"	30c
6	14"	34"	60"	40c

CARRY THIS BOOKLET IN YOUR POCKET It is a Handy Reference Guide

31

FAIR PRICES AND GOOD QUALITY

Scythes and Snaths

Steel Scythes at 75c, $1.00, and 1.25
Snaths at 65c, 75c, and .85

Post Hole Diggers

Post Hole Spoons 75 cents
Post Hole Augers $2.50

Hay Fork Pulleys

Hay Fork Pulleys at 35c to 75c

Horse Clippers

Newmarket, at . . . $1.75
Gem 1.25
Perfection . . . 1.50
Ball Bearing 1.75

Stewart's Power Clipper

The only good Power Clipper on the market. Price $8.75

CARRY THIS BOOKLET IN YOUR POCKET It is a Handy Reference Guide

Reproductions of pages 25 and 31 from spring catalogue of M. Weichel & Son.

and prices contained herein. If you buy an article here and find it in any way unsatisfactory, bring it back and get your money. We don't want your money unless you are satisfied and you have your money's worth. This is not sentiment, it's business. **It pays us to treat you right.**

Five pages in the catalogue are used to feature woven wire fence, poultry fence, lawn fence, gates, plain galvanized wire, coil spring wire, iron posts, poultry netting. Cuts are shown of each kind of fence and descriptions are given together with prices. Among the other lines specially treated in the catalogue are cement, stumping powder, food boilers, iron pipe, paints, stoves, dairy supplies, building materials, belting, ropes and tinware, household goods, lawn mowers, roofing, pumps and dozens of other lines of seasonable spring hardware. One of the pages reproduced here shows screen doors and windows. The other features scythes and snaths, post hole diggers, hay fork pulleys and horse clippers.

HENDERSHOT'S CATALOGUE.

F. E. HENDERSHOT, hardware merchant, Mount Forest, Ont., has issued a 1915 catalogue for distribution to his customers. The catalogue consists of 48 well illustrated pages, and measures 5½ x 8½ inches. Page 27 of the catalogue is reproduced herewith and will give a good idea of how the catalogue is illustrated. The goods featured throughout are lines which should interest townspeople and farmers in an agricultural district. Prices are quoted on nearly all lines. Many catchy phrases appear through the catalogue, some of which are as follows:

"Do Business with People you Know."

"Do not sign paper for Traveling Strangers."

"Purchase in Your Own Town, Then You Can Get the Money Back."

"Cash Buying Means Lower Prices to Our Customers."

"Long Credits Are Costly to You and to Us."

"We Seek Your Business Only on the Basis of Mutual Interest."

"Compare Prices and We Get Your Business."

"Consider Quality When Comparing Prices."

"Customers' Opinions are the Ones That Count."

"A Satisfied Customer is a Source of Steady Profit."

"Comparison is the Only True Test of Value."

"Price is a Good Salesman, But Quality is Better. We Furnish Both."

"Beware Offers of Something for Nothing."

"We Give the Biggest Values That Sound Business Principles Will Permit."

"A Set of Tools is a Good Investment."

"Try a Coal Oil Stove for the Summer."

"Your Money Back if You're Not Satisfied."

The introduction on the front cover of the catalogue reads as follows: "To our Customers,

"In entering the fifth year of our business in Mount Forest, we take pleasure in presenting to you this Catalogue which we trust will serve to bring us closer together in a business way that will be mutually beneficial. This catalogue represents a few of the many lines we have in stock, which is constantly being enlarged and kept up-to-date.

"The publication of this catalogue is with a view to improving the service to the farmers, who we believe will find that it facilitates ordering by rural telephone or mail. All orders received in this way receive our personal attention and are promptly filled.

"The prices given herein are based on present values, which are subject to change from time to time. The war conditions and increases in the tariff may result in some slight advances being necessary, but our customers may rest assured that we will not advance any prices unless compulsory. Before the tariff advance we purchased

heavily in many lines that were affected, and we shall continue to give our patrons the benefit.

"We continue to adhere to our policy of refunding your money for any article which for any reason does not please you when you get it home, providing it is returned within reasonable time and in good condition.



F. E. HENDERSHOT, HARDWARE, MOUNT FOREST. 27

We Aim to Give Value for Amount Received

Milk Strainer

Heavy tin Milk Strainers with strainers made of fine brass wire cloth

Price — — 15c

The Dairyman's Favorite

The accompanying illustration represents an article having all the essential points of a perfect Strainer Pail. The important feature is—there is no part but what can be thoroughly washed, and no rough and unsoldered seams in which dirt can accumulate and sour

Price, each, 10 qt. — — — — — 50c
Price, each, 14 qt. — — — — 60c
Special extra heavy — — — — 90c

Steel Clad Dairy Pails

STEEL CLAD DAIRY PAILS Many like a flaring pail for milking. For such this pail is the best that is made It is a heavy steel clad pail, and made in one size only. Price 12 qt 65c

Common Milk Pails

Price—6 qt. — 15c
10 qt 20c.
14 qt. 25c.

Heavy Dairy Pails

This Pail is the best Dufferin or straight Dairy Pail made. It is made of heaviest tin. Has a strong bale and heavy ears and is very popular as a milkingor water pail

Price—12 qt. — — — — — — 30c
14 qt. — — — — — 35c

4 lb. Butter Scale

The above is an even balance scale, with brass side beam showing ounces. It weighs accurately from ½ oz. to 4 lbs., and for family use will be found complete Price, each — — — — — $3 50

10 lb. Butter Scale

The illustration as shown above answers to this scale as well, as they are exactly the same pattern, only varying in size and strength

Price, each — — — — — — $5 50

Dash Churns

Our Solid Oak Dash Churns are substantially made They are particularly useful where a person has only one cow, and small churning

Price, each — — $2.50 and $1 75

Cream Pails

Our Cream Pails are made of heavy tin, all seams thoroughly soldered Has rim around bottom and has ventilated cover. Made so that they will sit under spout of separator.

Price, 20 qt each — — — 85c

Reproduction of page 27 from Hendershot's Hardware Catalogue.

"We hope that we have won a measure of confidence during our five years' business relations with you, and by studying the requirements of our patrons, buying to the best advantage, and giving our customers the benefit of the closest prices consistent with sound business method, we hope to merit a further increase of your esteemed patronage."

* * *

EARLY MORNING SHOPPING.

CHANGES that make it easier for the merchant to do business are to a very large extent in his own hands. Many merchants did not think there was anything in the Friday bargain day idea when it was first started. Now Friday, once the dullest day in the week, has been turned into the busiest of them all. Along the same lines is the suggestion that it is a wise move to popularize morning shopping. There is a very general tendency on the part of the majority of women to go shopping in the afternoon. This means that the strenuous part of the day comes from two o'clock to closing time. So marked is this tendency that it would be to the advantage of many stores to throw out a suggestion in favor of morning shopping. This is the way one merchant is doing it by means of folders placed in each parcel the store sends out:

"It's worth planning for, to arrange things at home to have the morning hours for the trip down town. We know in some households this is difficult, but you'll find yourself repaid a hundred fold.

"In the morning hours you'll not be obliged to wait for attention, stocks are in perfect arrangement and there's a freedom of mind in decision when one isn't conscious that everybody is in a hurry.

"Will you help us serve you best—to our satisfaction and to yours?"

* * *

CASH BARGAIN DAY.

IN place of the more usual "Dollar Day" the merchants of Bridgeburg, Ont., decided to call it Cash Bargain Day and 18 out of a possible 23 or 24 co-operated. They used both weekly newspaper advertising and reprints of their ads. sent out by mail or distributed by hand. One merchant declared it was the largest day's business in the history of his store, and generally the day was a great success.

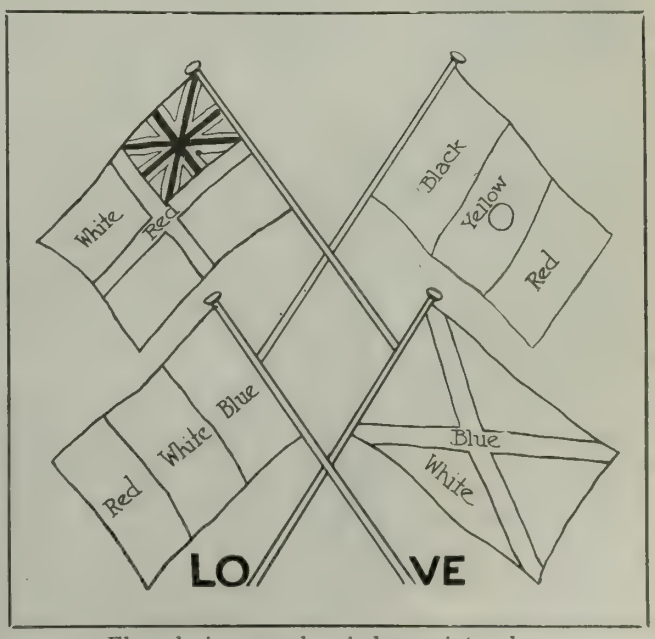
* * *

WAR FLAGS IN DRY COLORS.

THE D. H. DOUGLAS hardware store, Chatham, Ontario, has recently been using in connection with its window displays a very striking and timely device. This is a representation of the war flags of the four allied nations.

For this purpose a very shallow tray is improvised, standing in the centre of the window in such a position that it slants upward toward the back. The tray is edged and the various flags are outlined with heavy cordage, holding the various colors in place, the flagstaffs being crossed, as shown in the accompanying sketch.

The flags shown are, upper left-hand, British man-of-war; upper right hand, Belgian; lower left, French tricolor; lower right, Russian flag. The colors are red, white, blue, black, yellow and green, the last named being the ground color of the display. The lettering at the bottom of the design is in white. The outlines of the flags, the flag staffs and the outside border, are done in cordage; dry colors are used to fill in.



Flag designs made of dry paint colors.

The design makes a striking centrepiece to almost any display and has attracted a great deal of attention. It was first used in connection with a spring paint display.



TOWARDS the middle of last year, Canada, in common with the United States, and, to a certain extent, other countries, was experiencing the reaction due to a long period of prosperity, with its consequent extravagances and more or less wild financial speculation. One after another, factories began to lay off men, work short time, and even shut down. Then in August, like the fates, came the European war to change a condition of tight money and business depression into one of apparent hopelessness.

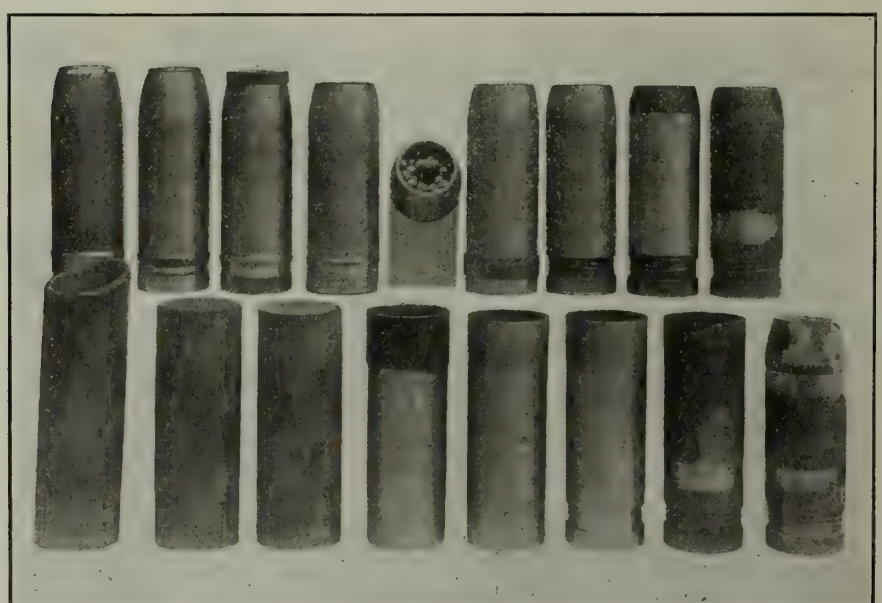
A more or less panicky situation developed, arising largely from the feeling of uncertainty as to our Empire's preparedness to protect its widespread territory, to maintain the freedom of the seas, to stem the progress of Germany's military machine, and help put a crimp in her long-time-cherished, all-conquering, but otherwise insane ambitions.

It was early noted, however, that, whatever the position from the land or strictly military viewpoint, with regard to sea power and sea control, "Britain rules the Waves," and that although some little time must elapse before the various enemy raiders known to be afloat were driven to neutral ports or "Davy Jones Locker," trade and commerce would suffer otherwise little interruption. Intimation that the rush on Paris by the Huns had been permanently stemmed soon followed and served as it were to complete the assurance that the crisis had passed and that for industrial Canada the future motto would be that of capturing the enemy's trade. Broadcast publicity in the latter direction followed, but whether "what is everybody's business is nobody's business," or otherwise, results were nil, or at best disappointing.

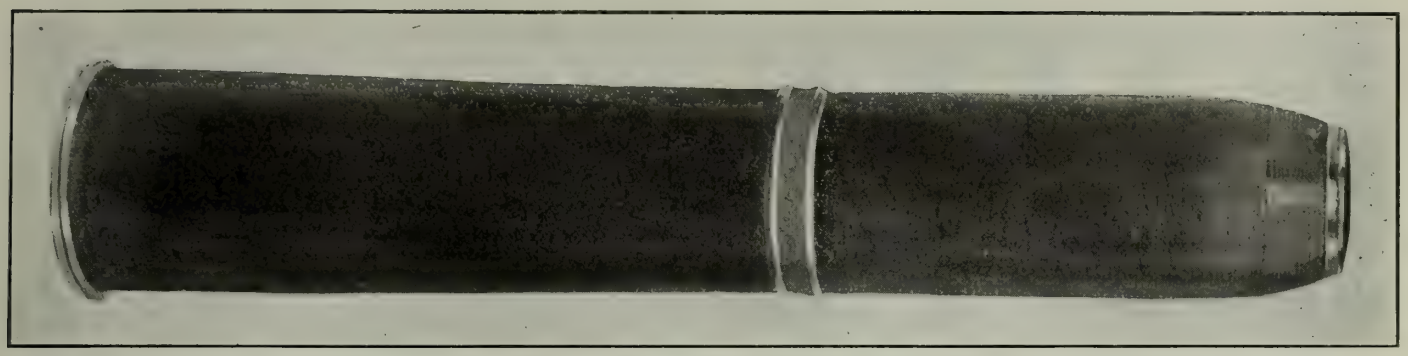
Capturing Enemy Trade.

In this respect Canada was no more guilty of what might be termed a sin of omission than the Old Land or than the United States, and this leads us to remark that, after all, the slogan "capture the enemy's trade," was to a large extent but an expression of our indignation at their procedure, and smacked of school-boy action and retailation. Superlative effort to capture at one swoop enemy trade abroad may be classed in the impossibility category so far as results are concerned, and business men began to realize this even before the warmth of their enthusiasm so kindled had wholly cooled. They realized that doors of opportunity were open which hitherto had not appealed to them with the like insistence and forcefulness, but they further appreciated the fact that the work must needs be one of more or less nursed development. To this end our manufacturers are now applying themselves, and the achievement recorded in the brief space of a few months is satisfactory evidence that if enemy trade is not being captured, it is at least being systematically acquired.

Reference has already been made to our Empire preparedness for war and more particularly war on the gigantic scale on which that now raging is being waged. Our fleet, the men who designed, built, manned, operated and directed it, had been, were and are easily equal to every contingency, humanly speaking, likely to arise. In matters military the position was and has always been different. The maintenance of a standing army running into millions of men of all ranks and services had neither been found desirable nor necessary. In like manner, war munitions were not on tap on a stupendous scale. To meet the unique military situation created by an all-European war the call was made for both men and munitions in number and quantity easily and altogether unprecedented in our Empire history. The munitions of war being the feature with which we are at present dealing more particularly, it is sufficient to remark here that as regards the call for men, the British Isles have done themselves proudly, and, we in Canada, have not only made noble response, but as



Shells in process of making from forging to the product as completed in Canada.



Canadian-made 18-*pounder shrapnel shell and cartridge case.*

recent reports from the front only too plainly indicate, we, through our representatives there, are earning undying fame, the admiration of our friends, and have instilled into the hearts of our enemies the knowledge that we both know and are attending to our business, of whatever its nature may be at any moment.

Canada's Response.

Little did Sir John French realize, when he gave utterance to the for-all-time memorable statement-request, for "shells, and shells, then more shells," in order to prosecute the war to its early and logical end, that Canada would play so important a part in placing these commodities at his disposal.

That our metal working industries have risen to the occasion is amply borne out by the manner in which our peace-time variety-product plants have been transformed into war-time producers of shrapnel and high explosive shells. More or less surprise is, however, being expressed — we should say simulated, rather—that "Canada's Response" has been so universally effective, and not a little credit is being appropriated by our American brethren for the achievement.

It is claimed that for the most part we have in the past been devoid of enterprise, and that our manufacturers doted and were prone to converse on sport and recreation in business hours to an extent highly detrimental to the pursuit of commercial ascendency. In a word, we are reputed to have been conservative, contented and easy going, and the fact that we have broken away from such a condition-combination is being attributed to our sudden acquirement of the business energy of our American cousins.

Business and pleasure mate desirably, and either alone becomes nauseating if practised without intermission. Our manufacturers have, however, realized that, for a period, whole-hearted devotion is meantime necessary to the equipment of their plants and to the establishment of ways and means for smooth running to secure quality and quantity output of shells. They have at the moment no time, it is true, to tell of fishing successes or of the exploits of hunting expeditions, but long before the war is over they will catch many fish, kill many deer, resume their wonted attitude of good fellowship in talking sports and pleasure and, withal, be supplying the Allies from twenty-four-hour-day capacity plants, with shells in number far exceeding present efforts.

Of all the crafts represented in the prosecution of the war, that of engineering in its every aspect is dominant, and it is, therefore, only fair and giving "honor to whom honor is due," to give our metal working plant administrations the fullest degree credit for the native initiative and enterprise which has characterized them at this critical period of our national and Empire history.



General view in the assembling department of a Canadian plant—placing powder cases and tubes, filling with bullets and resin, weighing, etc.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 15, 1915 No. 20

A GOOD salesman is always attentive to his customer.

* * *

MANY A MAN wastes his time telling other people not to waste theirs.

* * *

THE FARMER'S TRADE and the tourists' trade. Two of the best directions for pulling business this summer.

* * *

PUTTING ONE defective article in the window will render ineffective the most elaborate of displays. All goods shown must be perfect.

* * *

MEXICO AND her presidential candidates present the nearest approach to perpetual motion of anything existing at the present time.

* * *

AFTER ALL NOT A SUGGESTION of overcharging or discounting quality has reached the great bulk of our manufacturers of war supplies. And, we believe, it never will. The most—by far—have done their "bit," like the men of Newcastle.

* * *

ONE OF THE greatest needs in the hardware trade, as in nearly every other trade, is the need of thoroughly practical men. To become a good hardwareman, the salesman must study hardware from the ground up. It is not sufficient to master the essentials of salesmanship, to get to know how to meet the customer and close a sale; a practical knowledge of hardware is quite as necessary.

* * *

MISLEADING REPORTS having been circulated in the United States with respect to the admission of tourists into Canada, an official circular has been issued declaring that no passports are required from United States citizens who enter Canada for purposes of pleasure or business. In fact, the tourist regulations remain the same as for several years past. It is expected that many American tourists, who have hitherto spent their vacations on the European continent, will come to Canada this year.

* * *

HOW TO use credit.—The intelligent use of credit eliminates waste and means conservation of resources. For instance, a merchant who is handicapped by being situated in premises that do not permit him to do the volume of business his possibilities assure can who looks good to the bank rather than the man get credit to expand reasonably and that is the man whose poor business methods get him into a tight place and who consequently wants credit to help him to extricate himself.

War Tax---Stock Foods, Etc.

DESPITE the fact that the provisions of the war tax which went into effect on April 15 have been given considerable publicity, it is quite evident from the number of enquiries recently received, that some retailers do not fully understand the requirements of the law regarding the sale of stock foods, etc. We would therefore remind our readers that stock foods, if medicated, and other articles, such as animal regulators, lice killers, heave cure, etc., must have war tax stamps of the requisite value mentioned in the Schedule of the Act, affixed to each package by the dealer, and cancelled, at or before the time of sale to the consumer. Thus it will be necessary for the dealer to attach stamps equivalent to 4% of the selling price of the goods—a dollar package of medicated stock food would require stamps to the value of four cents—a twenty-five cent package requires a one-cent stamp.

Crop Prospects

THE Census and Statistics Office, Ottawa, issued this week, in the form of a press bulletin, the first crop report of the present season. It deals with the area and condition of the fall wheat crop, the condition of hay and clover meadows at the close of the winter and the progress of spring seeding up to the end of April.

The report is a decidedly encouraging one.

Owing to the mild winter and the favorable conditions which prevailed during the critical months of March and April, the fall wheat crop is reported as being exceptionally good on April 30. In Ontario, where 1,043,000 acres were sown as estimated last fall, not more than 6.8 per cent. is reported as winter killed, and in Alberta, with 230,000 acres estimated as sown, the proportion winter killed is only 6.2 per cent. These proportions are lower than in any year since 1908-09 for Ontario and lower than in any previous year on record for Alberta. Last year the percentage winter killed was 19 in Ontario and 15.6 in Alberta. In Ontario the area winter killed amounts this year to 71,000 acres, and in Alberta to 14,300 acres. These figures, deducted from the areas sown, leave 972,000 acres in Ontario and 215,700 acres in Alberta as the areas under fall wheat to be harvested. With 10,900 acres in Manitoba, 4,100 acres in Saskatchewan and 6,000 acres in British Columbia, the total area under fall wheat to be harvested this year amounts to 1,208,700 acres, as compared with 973,300 acres, the area harvested in 1914. Whilst therefore, as previously reported, the area sown to wheat last fall was 9 per cent. more than the

area sown in the fall of 1913, the increased area to be harvested, owing to the small area winter killed, amounts to 24 per cent. Not less satisfactory is the general condition on April 30, which measured by the standard of 100, as representing a full crop, is 93 in Ontario, as compared with 81 last year, and 83 in Alberta, as compared with 87. For Ontario the figure is higher than in any year since 1910 when 95½ was recorded; for Alberta this year's condition was only exceeded last year and in 1911. The condition for the whole of Canada on April 30 was 91 which, converted into a standard of 100 as representing the average condition at the same period for the six years 1909-1914, indicates a condition of 112, or an anticipated yield per acre of 12 per cent. in excess of the average, providing that conditions between now and harvest time are not abnormal.

In hay and clover meadows, as in the case of wheat, the amount of winter killing proved to be unusually small, not more than 10 per cent. being the estimate for all Canada as compared with 14 per cent. last year and 22 per cent. in 1913. The average condition was 91 per cent. of the standard or full crop, as compared with 86.7 per cent. last year (May 6), 89.6 per cent. in 1913 and 74.6 per cent. in 1912.

It is as yet too soon to report on the Maritime provinces, but excellent progress in the seeding of spring grains is reported from all other six provinces. The spring is early, and as a general rule, the conditions for seeding have been most favorable. About double the amount of seeding was accomplished this year on April 30 than was completed on May 6, in 1914.

Five and Ten-Cent Mail Orders.

SOME time ago an announcement was made in Hardware and Metal to the effect that one of the "5 and 10" cent store chains in the United States was contemplating entering the mail order business. The concern has established mail order branches in five American cities, and in its catalogue frankly admits that the parcel post opened the way for a business of this kind.

The catalogue contains 112 pages and is fully illustrated, showing a majority of the items listed, many of the illustrations being in half-tone from photographs of the articles. As a lure to get the customer to make large purchases, the company agrees to send certain articles making up a shipment free of postage. With $2 worth of dry goods, for instance, the postage charges will be prepaid in territory embracing most of the middle central States. Orders of glassware, tinware, stationery and kindred articles will not be delivered free, however.

On an order amounting to $10, half of which is dry goods, the Company will prepay all delivery charges. In addition to this concession, the company also uses a premium bait to increase its list of customers, offering a set of six teaspoons to anyone ordering $1 worth of goods and inducing three friends to order the same amount, sending in the $4 at one time.

This is the latest development in the mail order field.

Treatment of Catalogues

ON several occasions in the past, retail merchants have vigorously objected to the action of some postmasters who complied with a request which often appeared on the wrappers of mail order catalogues. Retailers have their own troubles in fighting the mail order houses and do not like the idea of the mail order houses securing assistance from local postmasters. The Canadian official postal guide, issued by the post office department, in a recent issue, under the title "Treatment of catalogues, etc., which cannot be delivered to addresses," gave instructions which will no doubt meet with the approval of the retail trade generally. The instructions are as follows:

"The attention of the department has been drawn to the following request printed on envelopes containing catalogues mailed by a business firm:—

"If this catalogue is not called for in thirty days, kindly hand it to someone else who is in the habit of buying by mail, and who you think would be interested in us. When this is done, always return the empty envelope to us so that we can revise our mailing list."

"It is believed that to allow this request to be complied with would lead to great abuses in connection with the delivery of mail matter, as the regulations strictly forbid the delivery of an article of mail matter to any person other than the addressee, and Postmasters are accordingly instructed to ignore any request of this character, and to treat the matter bearing such a request in the regular manner prescribed by the Postal regulations."

Merchants and Farmers Co-operating

INSTEAD of there being enmity existing between farmers' clubs in Canada and the retail merchants, there should be co-operation in every community to assist in the building up of that community. It should be clearly understood that the merchants have no criticism whatever to offer to farmers uniting together for the purpose of discussing better farming methods, for getting better prices for their products and for social purposes. Merchants everywhere will encourage this. But they are opposed firmly to farmers uniting to purchase their goods direct.

In the State of Oregon, there was recently held in one of the counties, a meeting which was engineered chiefly by merchants to get the farmers to form a club. The merchants of the town used a great deal of their advertising space in the local papers to call attention to the time and place of meeting, as well as the programme for the day. The merchants also announced that they would close their places of business from 12 to 1.30 p.m. and help wait on tables at the free dinner to be given by the Retail Merchants' Association to all farmers and their wives attending the meeting. In addition to the speakers, the Retail Merchants' Association had provided an orchestra and band music for the occasion. As a result of this interest shown by the business men and their active advertising campaigns an enthusiastic meeting was held attended by nearly 700 persons.

Although it does not say so in the report that has come to hand of this meeting, it is to be taken for granted that the farmers were organizing their club to assist them in becoming better tillers of the soil and to give them an opportunity to get together occasionally and learn one another's ideas and methods. The co-operation which the Retail Merchants' Association gave the farmers is certainly to be commended. Probably it would be a good idea for merchants in the various communities to organize something somewhat similar which would cement the relationships between the farmers and themselves.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Britain Controls Copper Output — The Appeal for Razors for the Army.

Britain Controls Copper Output.

From Canadian Mining Journal.

THE announcement that Great Britain is now in control of the world's copper supply, outside of Germany, is a source of great satisfaction. The enemy has been for years a large consumer of copper and has been unable to produce enough for its own use. For war purposes much larger quantities than before are needed and the Germans have made every effort to obtain supplies. That the British blockade is effective is clearly disclosed by the announcement that even those American companies controlled by Germans have entered into the agreement to put their output under British control.

The significance of this announcement cannot be overestimated. It shows clearly that the War Office officials responsible for the control of the supply of metals are capable of doing things which few men would have thought possible. While some of our newspapers have been at great pains to tell the Government how the nickel output should be controlled, the War Office has been quietly obtaining control of the supply of copper. Comparatively the control of nickel is a very simple matter. The control passed into the British hands practically with the opening of the war. But while most of the nickel comes from a few mines in Canada, copper is produced in large quantities in many parts of the world. That all producers have been satisfactorily dealt with by the British Government speaks volumes for the effectiveness of the blockade, for the magnitude of Kitchener's plans and for Britain's determination to push the war to a victorious conclusion.

* * *

The Appeal for Razors for the Army

Fromthe Ironmonger.

AS the result of the appeal to the public by the Master Cutler of Sheffield for second-hand razors for the troops (the manufacturers being unable to meet the immediate demand) over 35,000 razors have been received. Although most of them had been used, they were in good condition. More than three-fourths of the number only needed to be whetted, and these were put in perfect working order at an average cost of a fraction under twopence each. The remainder had to be more or less reground, and regrinding is a more expensive process than whetting. The appeal was taken up with much enthusiasm in some parts of the country. Large business houses organized collections of razors from customers and other business acquaintances.

* * *

Getting Paint Into Current Literature

From American Paint and Oil Dealer.

THE feature writers, whose copyrighted matter is "syndicated" throughout the daily press of the nation, are beginning to recognize paint at its true value. Walt Mason, the practical poetaster, of Kansas, has published his "Clean-Up and Paint-Up" rhymes from coast to coast this spring; Robertus Love, the altruistic idealist who graduated from a New Jersey country paper to reach a bigger constituency at the behest of his newspaper friends who wanted his "feature stuff" regularly, is persistently linking "Self Respect and Paint"; and now comes Dr. Frank Crane, who in a recent article, published in several hundred leading dailies, entitles himself, and his article, "The House Doctor," and urges people who are looking for a house or flat to see to it that it is cleaned up and painted up. And he tells why, and specifies the items, and concludes with this injunction:

"Take with you into your new abode The Three Life-Preservers—Carbolic Acid, Soap, and Paint."

* * *

Good Business at St. John

From St. John Board of Trade Report.

ST. John, N.B., May 10, 1915.—The port business for the month of April just ended was the best in the history of St. John. During the month, 32 ocean steamers, of a tonnage of 111,576 tons arrived, as against 20 steamers, of a tonnage of 77,716 tons in April, 1914. The wharfage returns collected by the city from these vessels were $4,200 in excess of the same month last year. Already, the returns for May are ahead of those of last year. The outlook for the summer, from a shipping point of view, is very bright, as in addition to steam vessels, many sailing vessels have been chartered to carry forward lumber cargoes. The result of the past season's business has been to further demonstrate the supremacy of St. John as the winter freight port of Canada. The Canadian Pacific Railway Company managers are already laying plans for an increased business next year, being greatly pleased with this season's results.

* * *

The Sisal Fibre Situation

From Cordage Trade Journal.

CORDAGE manufacturers in the United States have been agreeably surprised by the rapidity with which normal conditions regarding the shipment of Sisal Fibre have been restored at the port of Progreso, Yucatan. Splendid work has been done during the last five weeks, and the shipments during that period almost constitute a record. They aggregate 117,963 bales, while the record for any month in the history of the industry stands at 118,803 bales, which was established in November, 1913. Last week the shipments amounted to 28,072 bales, probably a record in itself. Receipts last week were large, too, amounting to 23,838 bales, which is well above the weekly average of 17,990 bales last year.

Owing to the conditions which have prevailed in Yucatan the regular weekly statistics were not received after February 6 until the middle of April. They are now being received.

Although the stock in Progreso has been heavily drawn on during the last few weeks, the stock of 58,959 bales on May 1 is much greater than was the stock on May 2, 1914, when it amounted to only 42,650 bales.

Practical Course for Sheet Metal Workers

Article No. 30 of Series

By CHARLES SEIVERS

IN this article is shown in the method to adopt in the cutting of pattern for an angle mitre and a butt mitre. Fig. 1, A-B-C-D, shows a plan of window or wall with moulding around same. At section is shown a full size of moulding or cornice; it will be required to cut the mitre for B or C and at A or D.

At Fig. 2 is shown at A-B-C-D a plan of the butt mitre at A or D, and at E-F-G-H is shown a plan of the mitre at B or C.

Mark off on this plan a profile or section of moulding shown at Fig. 1, keeping line marked wall line on the inner line of plan—that is, B-C or E-G.

Having done this, divide the curved sections of moulding into a number of equal parts, and from the angle of each plain or straight member of moulding and each section of curved member run lines parallel to B-C and A-H, extending them until they intersect mitre lines A-B and G-H.

To lay out pattern, draw a line as at K-L, and on its two ends erect lines, as K-M and L-N. On these lines, K-M and L-N, set off the spaces on section, as shown by 1-2-3-4-5, etc. When these lines have been set off, draw lines connecting points, 1-1, 2-2, etc.

At a convenient distance from K-M draw a line parallel to K-M, as shown by O-P. The line O-P must be used to set off distances from. Obtain these distances by measuring from line E-F, at Fig. 2, to the mitre line G-H, the distance on line drawn through point 1 being set off on line 1 at stretchout, from point 2 on line 2 on stretchout, and repeating on all remaining lines in a similar manner.

The accompanying article is No. 30 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

When one line passes through two points, as 2 and 3 and 4 and 5, the distance from line E-F to mitre line is the same for both points.

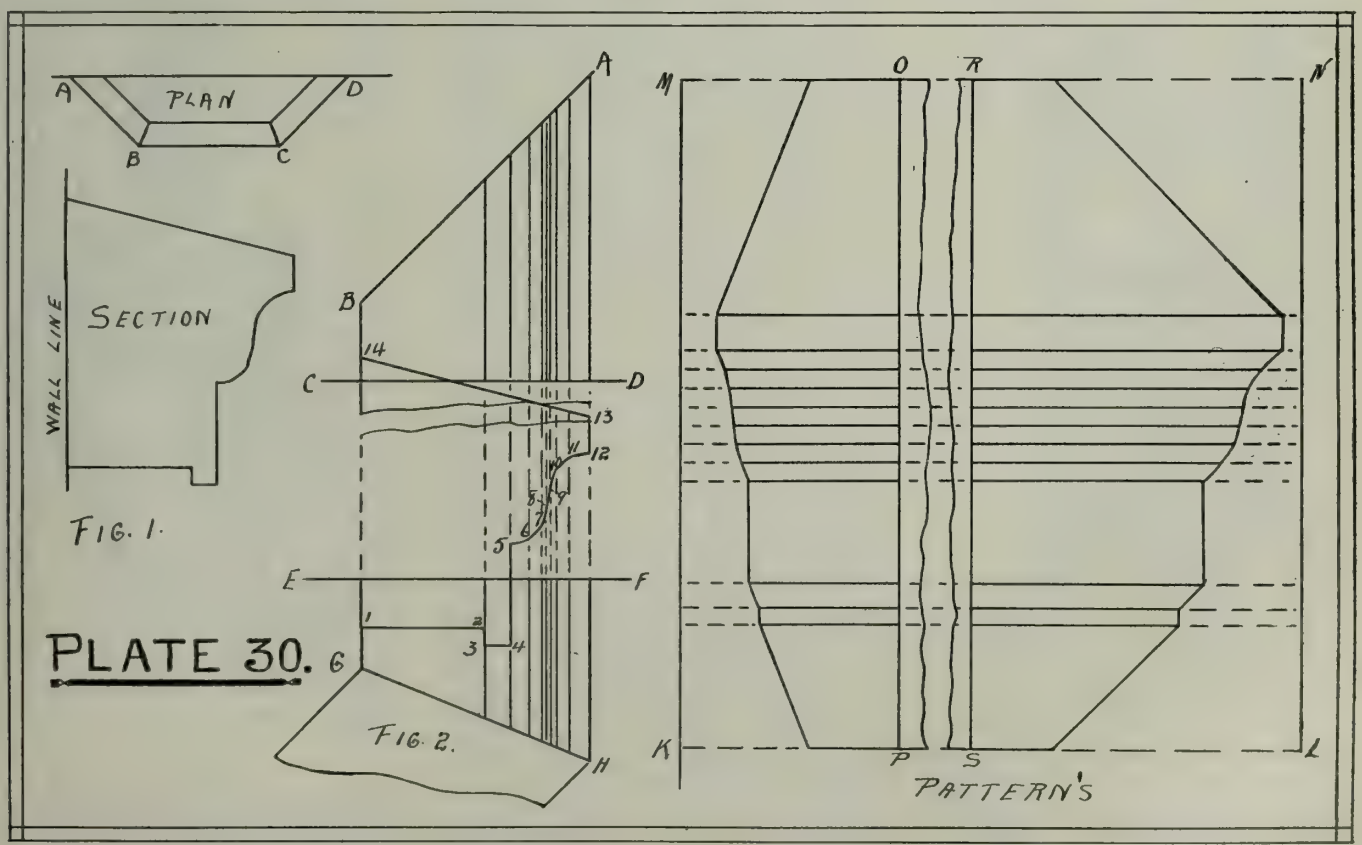
When all are measured and set off on stretchout, a line drawn through points obtained will give outline of pattern for mitre on line G-H, at Fig. 2, or at B or C, at plan in Fig. 1.

The other pattern is developed in same manner, measuring from line C-D to mitre line A-B, and setting off from line R-S on stretchout.

It will, of course, be seen by our readers that any form of moulding may be developed by adopting these instructions in a general way. It does not follow that each moulding requires a different method; the principles are the same.

(Continued in next issue.)

If you have plenty of enthusiasm you won't have to be urged to hustle.



Junior Clerk's Page

THE BORDERLAND.

A FEW years ago it occurred to a few thinking men and women that the thing we know least about is the culture and development of the mind. Tree planting, fruit raising and the study of the stars have been given serious study since Aryabkata sent from his observatory on the banks of the Ganges the truth that the earth is but "a grain of sand on the infinite shore of the universe."

Luther Burbank, in his home and gardens in California, has recently discovered some wonderful secrets about changing common weeds into beautiful flowers, about growing highly flavored and delicious fruit on the sand cactus, about developing poisonous vegetable parasites into daisies, roses or lilies—depending on the nature of the weed.

A few years ago we knew nothing about electricity. The lightning's flash was as great a mystery to us only a century or so ago as it was to the savage warrior who wandered across the plains in the first dim light of the intellect of man. To-day electricity is lighting cities, driving trains at ninety miles an hour, pumping water, turning machinery, and sending the world on toward greater things at a speed unguessed and undreamed even by the prophets and soothsayers of yesterday.

But it does not require a "crystal gazer" to see approaching discoveries in the study of a peculiar and mysterious form of energy. **We call this form of energy the mind, or the power of thought**—and what is the secret of Burbank's discoveries, Edison's inventions, the secret of the telephone, the secret of the reaper, the dynamo, the secret of the electrically driven car, but a form of energy that existed first as the power of thought?

We have learned in the last few years that a criminal is a man whose memory, imagination and ideals were arrested at an early period of life; a man who ceased to grow, a man whose mind for some reason went into bankruptcy. We have learned recently from Binet, a French philosopher and scientist, that the minds of many men at forty are developed but little more than that of the child.

If we have learned that the arrested development of the mind produces the criminal, and that the super-development of a certain part of the brain has produced the street car, electric light and the dynamo—then it occurs to us naturally that there is a great secret—an all-pervading law—which we are about to discover—the secret of developing the mind of man. This idea or this universal truth is knocking at the door of our intelligence on every hand; at almost every hour some glimpse of what is going on behind the shifting scene, comes to us like lightning's flash out of the midnight storm.

We are developing the well rounded man—a product the world has never seen until the present century. The world has been filled with freaks—men who knew music and nothing else; men who could write poetry and could not make a living; men who composed for the harp and the zither—who wore long hair, lived the lives of vagabonds and died in poverty. But the well rounded man, the man of dignity, the man of poise, the man who discovers a secret passage—a new door to a new realm of thought almost every day—is distinctly a product of a new age.

The next fifty years will be a trip into the infinite, into the unexplored—into the unknown. We are learning how to raise children—how to develop them mentally and physically; we are learning how to grow plants and flowers, and we are learning to think swifter and surer.

The mind is a form of energy. Energy is everywhere in the universe. It is a thing that underlies all substance—is behind all substance—and the most powerful form of energy known to this or any other planet, is mind. The time is not far distant when we will know the secret of developing the mind.

Just as the secret of electricity was stolen from the sky with a key, just as Burbank found a golden thread of natural law leading from the weed to a flower, just as Marconi discovered that a strata or air would carry an electrically-driven message from a lighthouse off the coast of Newfoundland to the Tower of Pisa—so will we one day find the secret through which we can scientifically and systematically develop the mind of man with the same degree of accuracy, certainty and precision with which we are now directing these other forms of universal energy.

"I'M A MERCHANT."

On the way home from Barrie, the Grand Trunk train stops at a small village, conspicuous at first glance chiefly by its almost total absence until the casual glance out of the window rests upon a huge sign on the side of a store bearing the legend, "I'm a merchant." From the train the front of the store cannot be seen, just the bare side, relieved only by that big sign saying, "I'm a merchant." It's a fine pastime to speculate on the probable qualities of those whom one has never seen but whose nature is seemingly revealed by just such a kink as this.

On this particular occasion those who occupied the smoking compartment immediately got busy giving their individual ideas on the character of the merchant who advertised himself so ingeniously.

"If I'm not mistaken," said one traveler, "that man is wasting himself in this neck of the woods. Anybody that can distinguish the difference between being a storekeeper and a merchant like that fellow does should have a bigger scope for his activities. The fact that he knows he is a merchant makes it clear his mind hasn't run in one groove all his life."

"I happen to know something about that man," spoke up another man, "and his sign isn't any bluff. He handles almost everything one can think of in that store, and he is famous the country round for his up-to-date methods. He draws trade for miles around and perhaps in that little store manages to bank away considerably more profits than dozens of others who are working on a scale much greater in size."

"It would be a mighty good thing for a good many retailers if they could hoist a sign with a motto such as that written on it and could live up to all that it means."

Many incomes may be augmented by cultivating the back yard. A penny saved is a penny earned.

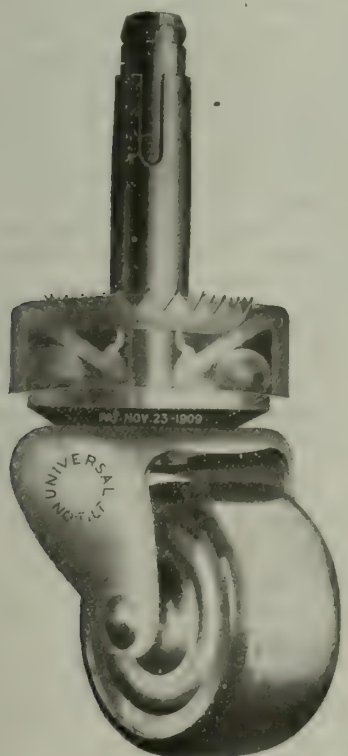
New Hardware Goods

Offered Canadian Hardwaremen

NO TILT CASTER.

Universal Caster & Foundry Co., 29 West 42nd St., New York, N.Y., have recently placed on the market the Universal "No-Tilt" Ball Bearing Adjustable Caster here illustrated. The makers state that the Universal "No-Tilt" caster is Self-Adjusting. That is to say, when the furniture is moved over a floor that is not level, the ball bearings in the caster move up or down automatically and adjust themselves—assuring an even surface on the furniture, and making tilting or tipping impossible. Whether the floor is perfectly level or not the caster readily revolves smoothly and easily.

The caster is Dust-Proof. The working parts and ball bearings are carefully enclosed in a steel cap preventing dust or other obstructions from clogging the bearings.

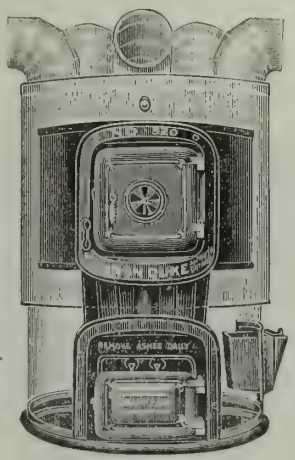


Universal "No Tilt" Ball-Bearing Caster.

The Universal "No-Tilt" caster is also equipped with 7/32" case-hardened steel balls and in six distinct sizes.

IRON DUKE FURNACE.

Kir-Ben, Ltd., Almonte, Canada, have recently perfected and are now offering to the trade the Iron Duke furnace, here illustrated. This furnace is said by the makers to appeal to dealers who believe in warm air heating on account of its



Iron Duke Furnace.

merits rather than its price. The furnace is made with as few joints as possible, and all of the joints are of a deep cup style, which, when properly packed and cemented, are said to be absolutely gas and dust-tight, and also allow for expansion and contraction.

The castings are moulded by the aluminum match-plate process, thus insuring accurate fitting in all parts. The steel radiators are unusually high, and are made with extra heavy steel dome and flue, which are fitted into cup joints on the cast iron bottom and top of radiator; these joints are packed with asbestos cement. The radiator is bolted together with heavy steel rods placed on the outside of the flue, so that they do not come in contact with the products of combustion, and are not subject to any expansion, forming an absolutely gas-tight radiator.

The fire pot is made with large and heavy cast iron wings or flanges. It is made in two sections, is extra heavy and almost perpendicular, allowing for a large grate surface, preventing the ashes from banking up on the sides, and insuring a clean fire and increased radiating power.

The grate bars are of the triangular revolving pattern, and are heavy and substantial. Feed-door frames are provided with two openings, so that pipe water coil for heating kitchen boiler can be fitted up in the furnace without drilling castings or cutting the casing. The wood grate is so arranged that it easily enters through the fire door and drops into place on the coal grates. The furnace is made in three sizes—Nos. 518, 520, 522.

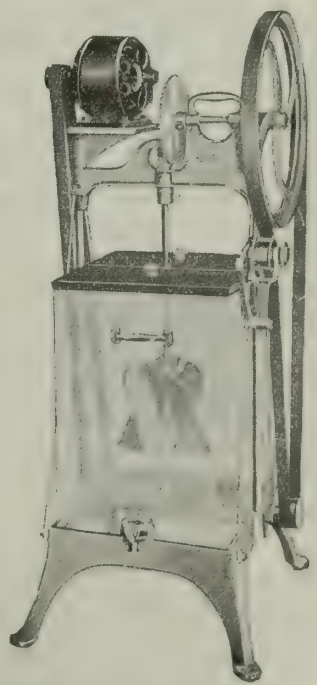
Catalogue will be mailed on request.

NEW DAZEY CHURNS.

The Dazey Churn & Mfg. Co., of St. Louis, Mo., are placing on the market a number of sizes of power-driven Dazey churns.

The accompanying illustration shows their No. 4 P. 16 gallon power churn, driven in connection with a one-sixth horse-power motor.

The countershaft in the base and speed control on frame can be quickly attached to their regular stock No. 4 hand churn.



Dazey Power Churn No. 4 P.

Other sizes are of 6 and 28 gallons capacities.

These churns can also be run with gasoline motor or water power

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

New Firms.

Brockville, Ont.—Sheridan & Power stores, etc., have opened a store at Ottawa.

Fire Losses.

Three Rivers, Que.—The hardware store of Cyrille, Labelle & Co. was destroyed by fire.

Toronto Visitor.

J. H. Cameron, of the Winchester Repeating Arms Co., New Haven, Conn., was a visitor at the Toronto office of Hardware and Metal this week.

Moves to Guelph.

Guelph, Ont.—Thos. Houghton, who recently sold his hardware business at Parkhill, Ont., has moved to Guelph, Ont., and is now associated with Reg. Scott in the Blu-Scott Hardware.

Winnipeg Notes.

Winnipeg, Man.—Mr. Thompson, manager of the Owen Sound Wire Fence Co., has been in Winnipeg for two or three days this week.

Business Changes.

Toronto, Ont.—Batty Bros., hardware, have sold out to S. E. Jeffrey.

Winnipeg, Man. — McGavin-Lennox Hardware Co. are discontinuing.

Milden, Sask.—F. L. Gimby, hardware merchant, has sold out to L. H. Cowell.

Parkhill, Ont.—Thos. Houghton has sold his hardware business to Linderfeld Bros.

Antler, Sask.—W. R. Merril & Co., have dissolved. W. R. Merril continuing.

Regina, Sask.—It is reported that Peart Bros.' Hardware Co. are discontinuing their branch at Moose Jaw.

Montreal, Que.—George Constant, 10 Jacques Cartier street, Montreal, has been succeeded by Romeo Del Vecchio.

Obituary.

Montreal, Que.—Godfrey Scott Pelton, head of the firm of Godfrey Pelton & Son, Montreal, died on Tuesday, May 4. He commenced in the hardware business with Crathern & Caverhill, and remained with them for a quarter of a century. He then became a member of the firm of Watson & Pelton. He retired from business 18 months ago, and at the time of his death was 66 years of age.

Appointed Secretary.

Dugald Campbell has been appointed secretary of the Dominion Commercial Travelers' Association in succession to the late H. W. Wadsworth.

Montreal News.

The business of P. L. Schmidt Hardware, Ltd., 240 Lemoine Street, Montreal, importers, is now being carried on by Hardware, Ltd., at the same address.

F. Orr Lewis, president of the Canadian Vickers, Limited, Montreal, who was on the Lusitania, and was rescued after being in the water some time, was the founder of the well-known wholesale hardware establishment, Lewis Bros., Limited, Montreal. He began in the hardware store of J. Muckleston & Co., Kingston, Ont., later starting up in business for himself in Kingston in 1888, later moving the business to Montreal under the name of Lewis Bros.

Fire destroyed the Lajoie Block at Three Rivers, Que., on Sunday last, the damage amounting to $25,000. Among the stores burned was that of Cyrille, Labelle & Co.

Ontario Incorporations.

Hamilton Lock Nut & Specialty Mfg. Co., Ltd., capitalized at $500,000, head office, Hamilton, Ont., to manufacture and deal in hardware, sheet metal, screws, bolts, tools and hardware specialties, etc.

Safety Window Company, Ltd., capitalized at $100,000, head office Toronto, to make and deal in safety window sashes, screens, etc.

Dominion Incorporations.

The Canadian Drill & Chuck Co., Ltd., capitalized at $20,000, head office, Toronto, to manufacture and deal in all kinds of machinery, tools, implements, etc.

The Queen City Oil Co., Ltd., capitalized at $50,000, head office, Toronto.

Standard Primer & Fuse Company, Limited, capitalized at $150,000, head office, Toronto, to carry on business as manufacturers and dealers in time and percussion fuses, detonators, and primers, fire-proofing, heating and electric material, appliances and equipment, etc.

Canada Ingot Iron Co., Ltd., capitalized at $20,000, head office, Guelph, to manufacture and sell culverts, tile, pipe, etc., iron and steel sheets, etc.

The Columbia Handle & Lumber Co., Ltd., to acquire and take over the business heretofore carried on at the city of London, by the Columbia Handle & Lumber Co., as co-partners. The company is capitalized at $100,000, with head office at London, Ont.

Catalogues Wanted.

In a letter to Hardware and Metal, F. C. Bishop, hardware merchant, Norwich, Ont., states that in the recent fire which destroyed his store and stock, all catalogues and price lists were destroyed. Mr. Bishop would like to receive catalogues from manufacturers and wholesalers.

Seventy-five Years in Business.

The Carpenter-Morton Company, Boston, Mass., importers, manufacturers and wholesalers of paints, varnishes and paint specialties, are sending out invitations to members of their company and present and old employees and their families to join with them in celebrating the completion of seventy-five years of successful business life. This anniversary celebration will be held at the Riverside Recreation Grounds, Riverside, Mass., Saturday, June 12th.

Carpenter-Morton Company is one of the few business houses that can point to a record of seventy-five years of continuous business success.

This house was established in 1840 by Eleazer F. Pratt.

The present officers of the corporation are: James B. Lord, president; Frederic H. Newton, vice-president; George C. Morton, treasurer; M. Elton Vose, assistant treasurer and clerk. These officers, together with J. W. Campbell and M. E. Morton, constitute the Board of Directors.

The factory is located at Everett, Mass., and the employees number 100.

During the last twenty years the company has largely expanded its business in paint specialties. These specialties are known all over the United States and in foreign countries, and comprise Campbell's varnish stains, for staining and finishing furniture, floors and interior woodwork; colorite, a preparation for coloring straw hats and straw goods; cow-ease, a preparation for spraying cattle and horses, and other specialties.

HARDWARE LETTER BOX



Wooden Lawn Hose Reels.

R. T. Holman, Ltd., Summerside, P. E. I.—"Kindly let us have a list of the manufacturers of wooden Lawn Hose Reels."

John Watson Mfg. Co., Ayr, Ont.; Clearfield Woodenware Co., Clearfield, Pa.; Aten Lumber & Mfg. Co., Monroville, Ohio; Millett & Freres, Lawrenceville, Que.—Editor.

The Collins Sprayer.

John H. Glover, Aylmer, Ont.—"Will you kindly advise us where the Collins Sprayers are made."

The Collins Mfg. Co., 425 Symington Ave., Toronto.—Editor.

Electric Elevators.

H. Lendon, Leamington, Ont.—"Please be good enough to inform me through Hardware and Metal, who in Canada make Electric Elevators."

The John McDougall Co., Montreal, Que.; Otis-Fensom Elevator Co., Ltd., Toronto, Ont.; Turnbull Elevator Mfg. Co., Toronto, Ont.; Darling Bros, Limited, Montreal and Toronto; Roelof Elevator Works, Galt, Ont.; A. B. See Elevator Co., Montreal, Que.—Editor.

Glue Manufacturers.

Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—"Will you kindly give us the names of Glue Manufacturers."

G. F. Stephens & Co., Ltd., Winnipeg, Man.; Canada Glue Co., Ltd., Brantford, Ont.; Canadian Linderman Co., Ltd., Woodstock, Ont.; Carter's Ink Co., Montreal, Que.; Gilmour Bros. & Co., Montreal, Que.; W. Harris & Co. Toronto, Ont.; Maritime Fish Corp., Ltd., Montreal, Que.; Berlin Glue Works, Berlin, Ont.; Russia Cement Co., St. John, N.B.; The Masse Industrial Co., Windsor, Ont.—Editor.

Aluminum Cooking Ware.

Thompson & Sutherland, Ltd., New Glasgow, N.S.—"We would be obliged if you would kindly give us the addresses of manufacturers of Aluminum Cooking Ware."

Northern Aluminum Co., Toronto, Ont.; Ware Mfg. Co., Oakville, Ont.; Sheet Metal Products Co., Ltd., Toronto, Ont.; Hudson Bros., 86 Symington Ave., Toronto, Ont.; McClary Mfg. Co., London, Ont.; Buckeye Aluminum Co., Woosten, Ohio; Griswold Mfg. Co., Erie, Pa.; Stover Mfg. Co., Arcade, Ill.; Thos. Davidson Mfg. Co., Ltd., Montreal, Que. —Editor.

Smokeless Powder.

Gurney Foundry Co., Ltd., Toronto, Ont.—"Can you give us the names of manufacturers of Smokeless Powder?"

Canadian Explosives, Limited, Montreal, Que.; Du Pont Powder Co., Wilmington, Del.; Hercules Powder Co., Wilmington, Del.; Robin Hood Ammunition Co., Swanton, Vt.—Editor.

The Sweeper Vac.

R. A. Wells, Dresden, Ont.—Kindly furnish me with the name of the manufacturer of the Sweeper Vac.

Sweeper Vac, Ltd., Montreal.—Ed.

Late Albert A. Ayres.

Ottawa, Ont.—It was with great regret among a wide circle of friends and acquaintances that news was received of the death of Albert A. Ayres. Mr. Ayres was enjoying the best of health previous to an operation for appendicitis from which he failed to rally.



LATE ALBERT A. AYRES.

The late Mr. Ayres was born in Montreal in 1886, and shortly after removed to Toronto with his parents, his father being superintendent of the varnish factory of the Canada Paint Company. On his father's retirement, Mr. Ayres succeeded him and was for a time in charge of the same factory. Three years ago he came to Ottawa and with J. M. Young and Charles Hickman organized the Ottawa Varnish Company, Limited, and at the time of his demise was president and general manager of this firm.

The late Mr. Ayres had exceptional ability as a varnish maker as was exemplified by the consummate success of the firm in which he was the mainspring.

A. J. Ayres, father of the deceased, returned from the West to attend his son's funeral and at present is residing in Ottawa. The many friends of father and son will be glad to learn that Mr. Ayres, senior, is taking up his son's interests and duties as general manager of the Ottawa Varnish Company, Limited.

Advertising Clubs at Chicago.

Chicago will be the scene of the eleventh annual convention of the Associated Advertising Clubs of the World, which meets June 20 to 24. This great gathering of the dynamos of the business world to discuss common problems and to advance the banner of truth in advertising promises to hold a unique place in the events of the year.

President Wilson (war conditions permitting) will head the list of speakers. Hon. William Jennings Bryan, John H. Fahey, president of the Chamber of Commerce of the United States; Henry Watterson, George Horace Lorimer, editor of the Saturday Evening Post; and Arthur Brisbane are among others of national prominence who are to address the sessions. On the Sunday preceding the formal opening of the convention fifty business men of country-wide reputation will deliver lay sermons in Chicago churches.

CATALOGUES AND BOOKLETS.

Steel Wire List.

W. N. Brunton & Son, steel wire manufacturers, Musselburgh, Scotland, have issued a new steel wire list for steel wires, hardening and tempering. Copies will be mailed on request.

Sporting Goods Catalogue.

Exceedingly attractive from a typographical point of view is the spring and summer sporting goods catalogue No. 15 just issued by Wood, Vallance, Ltd., of Winnipeg. It is very conveniently arranged from the retailer's standpoint, the index making it possible to refer to the various lines about which information is wanted without loss of time. Each department is splendidly illustrated, complete information being given about every article. Baseball goods, tennis goods, fish tackle, of all kinds are shown, also footballs, dog collars, flash lamps, batteries, etc. In this catalogue are one or two departments not always touched in such a work. A full line of lawn bowls for instance are shown. Golf clubs, caddy bags, golf balls are also illustrated, the information being so complete that customers would be able to buy from the catalogue, if the hardwareman's stock were not complete. Tents, kerosene stoves and other supplies are also dealt with. Rifles and shot guns are shown, though not to as great an extent as would probably be the case with a fall sporting goods catalogue. The whole 86 pages will be full of interest to hardware dealers.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The fine weather of the past week has had a stimulating effect on trade and the demand for seasonable goods has improved considerably. City trade is still below normal, but country trade is holding up well. The advances in galvanized ware predicted by Hardware and Metal last week have gone into effect. The advance amounts to about 10% and is due largely to the high price and scarcity of spelter. Copper wares have also advanced as predicted. The tack list has been revised. In metals there is quite a demand for spelter, copper and lead for munitions of war, but general domestic business is very quiet and the continued high prices have had a tendency to throttle business. Stocks are fairly light. Spelter is scarce. There is a great variation in the prices being quoted on certain lines, such as wire, linseed oil and other goods. Some firms with heavy stocks of seasonable goods, but which are not moving as rapidly as in former years are offering attractive prices in order to unload.

MONTREAL.

MONTREAL, May 13.—Business continues brisk with the country trade generally satisfying. Sorting orders still indicate a hand-to-mouth policy and careful buying on the part of the retailer. In heavier materials things are somewhat brighter than they have been. Altogether, the outside districts continue to equal and surpass expectations, while the city shows very little improvement.

Price changes of the week are largely confined to lines which are directly affected by the metal markets. The advance in copper and galvanized ware which was predicted last week has gone into effect and there are higher prices for copper bars and sheets, also. Spelter is up another 1c and solder down about the same amount. Changes in the prices of copper rivets and copper clout nails are expected shortly.

The Metals.—Efforts have been made in the metal markets to stampede the situation on the strength of the Lusitania disaster, but these have had little effect. Indirectly, interference with the shipment of some munitions of war might affect some of the metals but so far as the transportation of metals required on this side is concerned, opinion is that there will not be a single freighter cancelled on account of the great marine disaster.

Tin.—Although there is no change in the local quotations on tin, the market at 54c to 56c is inclined to be a little easier. At the same time the down movement which had not reached a parity with the lower levels of the American market is somewhat checked by a firmer tone there and an advance of ½c to 40¾c as compared with a week ago. The upturn in New York comes in sympathy with London and appears to be the outcome of manipulation following the Lusitania disaster. At the same time the saner opinions are that the effect will actually be negligible, because of the absence of influence so far as the British mercantile shipping is concerned. A good demand continues in Canada but American markets have been quiet, with consumers indifferent, despite the efforts to make capital out of the great marine disaster; the more important dealers took the stand that they would rather not make profits than make them under such circumstances and, therefore, refused to sell.

Copper.—The local price of 21c remains firm. New York is a fraction higher than a week ago, but the Lusitania disaster has somewhat unsettled conditions owing to the possibilities of the shipment of munitions of war being more seriously interfered with than since the outbreak of the war. However, this condition is likely to be merely temporary; the fact remains that the belligerents are trying to place larger orders for the delivery of copper during the next two years than the producers can take care of. Many millions of rifles are being ordered, and a million rifles means possibly a billion rounds of ammunition.

Spelter.—A further advance in the price of spelter on the local market is recorded, the quotation now being 17c to 18c, as compared with 16c a week ago. New York continues about on a par with last quotations and firm, although London is a trifle off. The high price of the commodity has resulted in advances on galvanized ware this week, following the higher quotations of plates and sheets a week ago.

Solder.—The lower quotation for tin which went into effect some weeks ago has brought about a reaction in the price of solder, with the result that some firms are quoting a cent off. For half-and-half 26c to 30c, and for strictly, 28c to 32c about covers the range.

Lead.—Lead is holding to the rut it got into a few weeks ago and continues to be the least interesting of the metals. However, a somewhat firmer tone is noted and the trust price is ruling on the other side of the line, whereas for several week's second-hands were inclined to undersell fractionally.

Antimony.—There is literally no market for antimony. The price charged in any one case has no bearing upon what may be charged in another. Nominally 35c is quoted in Montreal, but there are few sellers at that or any other price. New York has discontinued quotations on English makes and sales of Cookson's have been noted as high as 42c. Other brands than Cookson's and Hallett's are

MONTREAL QUOTATIONS.

Tin	54c-56c
Spelter	17c-18c
Copper	21c
Lead, cwt.	5¾c-6c
Antimony	35c
Solder, ½ x ½	26 to 30
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

nominally quoted at 37c to 38c and Chinese and Japanese 35c to 36c. Local prices are expected to go higher, as there appears to be no limit to the demand and no assurance of continued supplies.

Copper Products.—Following the advance of 2c all round on copper bars and sheets, made last week, there is another advance of a like amount this week, and the following quotations now prevail:

Bars, ½ to 2 in.	$29 00
Plain sheets, 14 oz., 14 x 28 in., 14 x 60 in.	27 00
Copper sheets, tinned, 14 x 60, 14 oz.	29 50
Copper sheet, planished, 14 x 60 base	35 00
Braziers' in sheets, 6 x 4 base	30 00

Copper Ware.—The advance in the price of copper ware predicted a week ago has gone into effect. This is the direct result of the advancing costs of raw materials. Copper boilers and kettles are 42½ per cent. off, as compared with 45 per cent., and the same change has been made on tea and coffee pots. On copper pitts the change is from 25 and 2½ per cent. to 20 per cent. off.

Galvanized Ware.—The quotations for galvanized ware have been affected as predicted last week, the advance being about 10 per cent. Dufferin and English pattern pails and washtubs are all 30 per cent. and 10 per cent. off as compared with 42½ per cent., and other lines are 30 per cent. as against 30 per cent. and 10 per cent.

Copper Rivets.—The advance in the prices on copper rivets and copper clout nails referred to last week as likely to take place in the near future has not yet gone into effect, although the advice from the mills would indicate that it will not be long delayed. Copper wire has been advancing materially.

Screws and Bolts.—The increasing cost of copper is having the effect of making the prices of brass screws very stiff and advances are to be expected.

Bar Iron and Steel.—The movement of bar iron and steel is confined to small lots but the inquiry indicates a little more interest. The basis for iron continues at $2.

Sheets and Plates.—Sheets and plates are firm and galvanized lines are holding the advance of last week well. Demand here shows a little improvement over a week ago. Tinned iron is also firm.

Rope.—The advances of last week have been well absorbed. There is a fair demand from country districts but the consumption on the whole is not by any means heavy. Following are prices:

Pure Manila rope	15½c
British Manila rope	13c
African hemp	13c
Sisal	11c

Nails and Fencing.—Business here is just fair and is confined to sorting orders from country points. City demand is very light.

Iron and Lead Pipe.—The trade is advised to expect higher prices for both black and galvanized pipe in the very near future. There are higher quotations prevailing on the other side of the line and the change locally will not be long delayed; galvanized pipes are particularly affected.

Lead Pipe.—A little better demand is noted this week for lead pipe, and for other lines of plumbers' supplies. Prices continue firm, being 8c for lead pipe and 9c for lead waste pipe; strictly net.

Builders' Hardware. — Some further improvement is noted in the inquiry for lock sets, but the demand is largely confined to the cheaper lines. The irregularity in prices continues, and new lists are being hoped for.

Building Materials.—The demand here is somewhat improved, although not to the extent that could normally be looked for at this season of the year. A slow summer in building lines is logically expected.

Stoves.—The movement of gas ranges continues fairly satisfactory but there is little other business passing among the stove dealers. Indications are that orders for winter lines will be deferred until the last minute.

Seasonable Lines.—There is a marked improvement in the call for harvest tools, particularly scythes and hay forks, while other farm tools continue to move very well. In city trade the call for lawn tools is very satisfactory and indicates that the consuming demand is much better than the trade had anticipated.

Washtubs.—The new prices on galvanized washtubs are as follows:

Sampson galvanized—	
No. 4, doz., net	$10.87
No. 5,	12.10
No. 6	13.48
Common galvanized—	
No. 0	5.84
No. 1	7.82
No. 2	8.51
No. 3	9.71
Nests—	
Nos. 0, 1, 2	1.85
Nos. 1, 2, 3	2.17
Nos. 0, 1, 2, 3	2.66

TORONTO QUOTATIONS.

Tin	43-45
Copper	21-21½
Lead	5¾c
Spelter	16c
Antimony	36c-38c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

TORONTO.

TORONTO, Ont., May 13.—The favorable conditions prevailing in the rural districts are at the present time the most important factor influencing trade throughout this country. The present optimistic spirit prevailing is based to a large extent upon the satisfactory outlook for a good harvest. This is clearly seen by the volume of business from the country trade, which has been consistently good, especially considering general conditions, for several months past. The city trade, on the other hand, is comparatively quiet except for a better demand for such seasonable lines as would naturally be expected at this time of the year. The building trade, although quiet, has picked up lately, and with it a slightly better demand for builders' supplies and hardware.

Importers are viewing with considerable anxiety the shortage of tonnage, and no relief appears to be in sight owing to the fact that so many steamers have been taken over for transport and supply ships. Under these conditions ocean freights have gone up, and it is highly improbable that there will be any improvement in the situation for several months; the tendency is rather for further increases in rates and in addition delays in shipments.

The advance in galvanized and copper ware, as predicted in these columns last week, has been announced, and is now in effect. The advance in all lines is approximately 10 per cent. The tack list has been revised, but only a few items are affected. Copper and brass scrap have advanced, due to the strength of the copper market. An advance of 4c per pound is to be noted for sheet zinc.

The Metals.—The increasing demand for copper, lead and antimony for war munitions constitutes the principal feature in the market. Apart from this business is quiet and buying is still hand-to-mouth. The effect of the war is further shown by the embargo recently placed by the Canadian Government on the export of all metals except to Great Britain and Allies. Under prevailing conditions, however, this should not

affect the market to any appreciable extent, as considerable quantities of metals mostly in demand now are being imported. The tin market is weak, but unchanged. The copper market is strong and prices holding firm on active demand. The spelter situation is unchanged, and prices continue on the upgrade. Lead is quiet, but firm. Antimony continues to advance, and supplies are becoming scarcer than ever. Aluminium is unchanged at 23½c per pound.

Tin.—The market is dull and weak, with a declining tendency. The situation is easier and the visible supply is increasing, but enquiry is light. Quotations are unchanged at 45c per pound.

Copper.—The New York market is quiet and firm, but London is easier. The consumption of copper continues to increase, due to the demand for this metal for munitions. Production is also increasing rapidly, which will tend to steady the market, although higher prices are very probable. Local quotations are firm, but unchanged at 21c per pound.

Spelter.—The market is firm, with good inquiry. Producers seem to be well sold up and consumption is increasing, indications pointing to still higher prices. Spelter has advanced 1c, and quotations are nominal at 16c per pound.

Antimony.—The demand is increasing, and there seems to be no limit to the amount of antimony needed for war munitions. Quotations are nominal and range from 36c to 38c per pound.

Lead.—The New York market is quiet and firm, but London is irregular. Quotations are unchanged at 5¾c per pound.

Scrap Metals.—A good demand for copper and brass scrap is reported, and the market is strong at higher prices. Copper has advanced 1c, and is now quoted at 13c per pound. Brass is ½c higher, heavy brass being quoted at 9½c and light brass at 7½c per pound. Zinc has advanced 1c, and is quoted at 8c per pound. The market for steel and iron scrap is quiet and prices unchanged.

Bar Iron and Steel.—Prices are holding firm, but the trade is showing little activity except for the shell business, which is expanding. A fair demand is reported for bridge sections, but the building trade is still quiet. Prices on bars are unchanged at $2.05 base.

Pig Iron.—The market is stagnant, with little business passing, foundries still being very quiet. Hamilton and Victoria brands are unchanged at $19 per ton.

Wire Nails.—There is no very active demand for nails, but prices are firm at $2.35 base. Cut nails are quoted at $2.75 base.

Kitchen Utensils.—As predicted in last week's issue of Hardware and Metal, prices of galvanized and copper ware have advanced, the higher cost of spelter and copper having made this step necessary. The new discounts represent an advance of 10 per cent., and are as follows:—Dufferin and English pattern pails and washtubs 30 and 10 per cent.; other lines 30 per cent. Copper boilers, kettles, tea and coffee pots, 42½ per cent.; copper pitts, 20 per cent.

Tacks.—A revision in discounts of tacks has been announced. The new discounts only affect a few lines, and are as follows:—Copper tacks, 33 1/3 per cent.; copper nails, 33 1/3 and 5 per cent.; hob nails, 30 and 7½ per cent.; steel wire shoe rivets, 25 per cent.; clinch point steel rivets, 30 per cent. Other lines remain as before.

Stoves.—Gas and oil stoves and gas ranges are moving out freely, and one house reports a brisk demand for a line of stove ovens.

Sheet Zinc.—The market is strong, and prices have advanced 4c. The new quotations are as follows:—5 cwt. casks, 18½c, and part casks, 19c per pound.

Rope.—The market is firm and business is very good. The Manila situation is not improving, as there is a probability of a shortage of hemp owing to drought in certain districts in the Philippine Islands. The sisal situation in Mexico is unchanged. Prices on rope and twine are given in the current market quotations.

Iron and Lead Pipe.—The market is quiet, but showing some improvement. Lead pipe is quoted at 8c and waste pipe at 9c. Iron pipe prices are given in the current market quotations.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch ..	$3.80
Full Polished, 6-7 inch ...	4.95
Solder	32c-33c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled .....98c gal.	
Turpentine, in bbls.	80c
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis..	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	$3.45
Copper rivets, No. 7	38c
Rope, Pure Manila	16c
Sheet Zinc	16c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.75
Lead Pipe:	
Coil, ...	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William..	$2.25
Winnipeg	$2.60
Paris Green:	
1-lb. pkgs. (case lots)....	25½c
Borax, per lb.	9c
Window Glass:	

	Sgle.	Dble.
Up to 25 in. .	$6.25	$9.00

Sash balance (Caldwell)	37½% off
Solder Irons	40c base
Shaving Soap (sticks, cream, powder), per doz.	$2.65

LONDON.

LONDON, Ont., May 13.—Business continues good, and retailers are finding a ready sale for all seasonable lines, particularly lawn mowers, garden tools, paint, etc. Very few price changes have occurred this week. Linseed oil has advanced two cents per gallon. Galvanized and copper ware have also advanced in price.

The new quotations on linseed oil are as follows:—

Raw Linseed—			
1 to 2 barrels.....	82c	per	gallon.
3 to 5 „	81c	„	„
6 to 9 „	79c	„	„
Boiled—			
1 to 2 „	85c	„	„
3 to 5 „	84c	„	„
6 to 9 „	83c	„	„

Turpentine remains unchanged at last week's quotations; single barrels, 73 cents per Imperial gallon; 2 to 4 barrels, 72c per Imperial gallon; 5-gallon lots, 80c per Imperial gallon.

Rope sand twines are still quoted at the prices published in last week's report.

Wire Nails, etc.—Wire nails are quoted at $2.35 base, and cut nails at $2.70 base. Poultry netting is in fair demand at 45 per cent. off list; painted screen wire is selling well in 100-ft. rolls at $1.55 per 100 sq. ft., and at $1.60 per 100 sq. ft. in 50-ft. rolls; plain galvanized No. 9 wire remains at $2.30 per 100 lbs.; while No. 9 coil spring is quoted at $2.35. Barb wire is selling at $2.55 per 100 lbs.

Sprayers, Paris green and other spraying materials are moving freely.

WINNIPEG.

WINNIPEG, May 13.—The season has come when the weather becomes a matter of vital interest. More depends upon conditions within the next three or four months than probably ever before in the Canadian West, and practically every business house is making an effort to get all the information possible as to the state of things throughout the prairie provinces. It is very cheering to note that only from one small district are unfavorable reports received this week. This is the district along the Weyburn-Lethbridge line where, it is stated, rain is badly needed—must come, indeed, within ten days or crops will suffer greatly. From

all other parts of the country word received is satisfactory. There have been quite general rains. There have been snowfalls in a number of districts, which have done good, and all in all the prospect for a splendid yield is fully as good, perhaps better, than usual.

Good Volume of Business.

The volume of business is generally reported as satisfactory. Fencing continues to move well. There should be heavy orders of poultry netting and poultry fencing within the next week or two, for at the present prices this seems exceedingly good buying. The prices are not justified by the cost of the raw material by any means. They are much lower than the raw material would ordinarily make necessary.

Netting and Fencing Down.

The week has seen a number of price revisions. Poultry netting, just mentioned, is now quoted at 50 per cent. off the list, which puts it back to the old prices quoted before the increase necessitated by high cost of galvanizing and by the war tariff. Poultry fencing, too, is down about 8 to 10 per cent. There seems no doubt that the decline is due to the low price for fencing being asked by some of the mail order houses. These houses are probably making fencing a leader, hoping to get other more profitable business by reason of the low figures quoted. Western wholesalers, however, are meeting the prices, though unquestionably they are selling for less than they will have to give for the fencing with which they must replace their stock.

Rope Goes Up.

Rope has taken another advance, pure Manila now being quoted at 17c instead of 16c and British Manila at 14c instead of 13½c. African hemp is listed at 14c. In face of these advances there comes a decline in cotton ropes, which are now quoted at 24c. This reduction of 3c seems rather to indicate that the prices were advanced a little too rapidly when there came a change in tariff. There have been no alterations in market conditions, which would account for this drop.

Sheets Somewhat Lower.

Black steel sheets are being quoted under a revised list—10-12-14 and 16-gauge being about 15c per cwt. down from the old quotations. Present prices are:

10 and 12-gauge	$3.00
14 and 16-gauge	2.90
17 to 24-gauge	3.35
26-gauge	3.45
28-gauge	3.60

There seems some possibility of galvanized sheets advancing locally. These have been put up by some United States manufacturers within the last little time.

Chilled Shot Up.

One change in ammunition prices is noted, chilled shot now being quoted at $11, instead of the recently struck high level of $10.75. This further advance is due to the high price of antimony.

Brass snare wire, extensively used throughout the West during the fall and winter, has made another upward movement, now being quoted at 45c per lb. This is an advance of 10c in the last fortnight, and it is expected that this product, so much used by trappers, will go considerably higher still. The rise, of course, is due to the high cost of brass.

Paint prices remain steady. Good country demand is reported. In stoves and furnaces, too, the demand from the country seems to be encouraging.



Hardware and Metal is always glad to comment favorably on the work being done by the Government and manufacturers to preserve our large natural resources. The above illustration shows a slip of paper which is being inserted in every box of shot shells and sporting rifle cartridges produced by the Dominion Cartridge Co. On the reverse side is printed the following:

Don't start bush fires.
Don't throw lighted matches about.
Be careful of your cigars, cigarettes and live pipe ashes.
More than anything else, don't leave a camp fire until you are ABSOLUTELY SURE IT IS OUT.
A little extra care may save thousands of dollars and innumerable birds and animals.
Printed at the request of the Dominion Government.

This should act as a ready reminder to hunters and go a long way towards lessening the number of forest fires which have done such a vast amount of damage throughout Canada during the past years.

ADVERTISER WHO EXAGGERATES

The advertiser who exaggerates appeals only to that part of the public which may be classed as easy marks, and this class is not big enough to keep the salespeople very busy. It's better to advertise an article as worth a dollar and sell it at that price than it is to claim it is worth two dollars and sell it for one. Even a sucker will quickly spot the store that exaggerates in its advertising.

WASH THE WINDOWS.

With some stores it seems to be the custom to have the show windows washed whenever the porter gets around to the job. While most people believe in a certain amount of exercise, most of them are averse to hurdling mop handles. Window washing should be done in the early hours of the morning.

Paint Department

The Movement is Spreading

Clean Up and Paint Up Movement First Regarded as a Fad, Becoming a Strongly Organized Movement—What They are Doing in Montreal.

THE importance of the safeguarding of public property and public health are beginning to give a practical "punch" to the spring clean-up and paint-up campaigns and succeeding years find what was at first regarded as a fad becoming a strongly organized movement. The force of example is gaining sway; the effect of individual efforts in cleaning up the rubbish in the back yard and painting up the fence in the front is spreading largely because no man likes to be behind his neighbor. Cleanliness is just as infectious as disease. To the hardware dealer the spring campaign bears a significance for to him there is a business benefit as well as a moral one. If citizens paint up they must use paint: if they clean up they must use rakes and hoes and spades, etc.: if they plant a garden they must buy vegetable and flower seeds and the paraphernalia required for a garden campaign. Therefore all power to the cleaners-up and the painters-up.

In Montreal a clean-up week will be launched on Monday, after a Sunday on which the local ministers are asked to give a moral impetus to the campaign. Behind the campaign is a complete and thorough organization, headed by the fire department and the health department and supported by a strong committee of prominent business and professional men.

Nothing to bring the benefits of cleanliness and brightness to the attention of the citizens has been neglected. The public, public platforms, pamphlets, picture houses, the press and other forms of publicity have been extensively used over a period of one week prior to the actual campaign. The city has been deluged with 50,000 bilingual pamphlets which were distributed through the fire department. Red cards were distributed bearing a calendar for the year and suggestions for the prevention of fires and insurance of hygienic cleanliness. Public meetings were held in all parts of the city for a week prior to the campaign and the pulpits were used on the Sunday to impress upon the public mind the importance of the objects in view.

"Health First."

A garbage can with the slogan "Health First," and the seal of the compaign committee decorates the bilingual pamphlet distributed throughout the city. The pamphlet gave the program which was introduced by an announcement to the effect that the City Improvement Campaign Committee, together with the leading associations and citizens of Montreal, were making another appeal to the population and asking every boy, every girl, every woman and every man to make a great effort this spring and this year to render Montreal a cleaner city. A clean-up pledge was submitted.

The Montreal Program.

The week starts off with Fire Prevention Monday, and emphasis is laid upon the fact that carelessness is the chief cause of fires, and that fires last year cost every family in the city $3.

Front Yard Tuesday precedes Back Yard Wednesday. The first is suggested for devotion to grass sowing, and the planting of flowers, trees, etc., while the second can well be devoted to the removal of rubbish and the whitewashing and painting of fences, etc., in addition to the planting of the vegetable garden.

Thursday is Sanitation Day for the cleaning of carpets, ventilation of cellars, scrubbing and painting—soap and paint are strongly recommended.

Friday is specially dedicated to the paint can and the paint brush, and citizens are urged to follow the example of nature by making everything bright with colors. Saturday winds up the week—a special day for children. Attention is called to the fact that 50 per cent. of the new born babies die before they are one year of age, and the public is asked to do something to prevent this needlessly high mortality rate. "Last year's clean-up campaign saved the lives of 200 infants. It may save yours this year," is the concluding appeal.

Fire and Health.

The card issued by the fire and health departments is intended for permanent posting. There are valuable suggestions about the simple preventative measures in relation to fires and there are emphatic injunctions as to the importance of cleanliness in the prevention of disease. The citizen is candidly told "Wash yourself often. Change your underclothes often. Statistics show that men live 10 to 15 years longer when they keep themselves clean." There are also emphatic injunctions as to dealing with infectious diseases and the causes thereof.

A District Campaign.

A clean-up campaign is also being conducted throughout the Eastern Townships. Organized by the Eastern Townships Associated Boards of Trade, this campaign has spread to a large number of towns and villages throughout the prosperous district. Boards of trade, town and village councils took hold of the matter in a very energetic manner: premises were cleaned, buildings painted and special attention given to tree planting, which was carried on with the co-operation of the Department of Agriculture at Ottawa.

In Sherbrooke posters were put up appealing to the citizens to do their part, and circulars were distributed amongst the school children: advertisements also appeared in the press.

A CLEAN-UP PLEDGE.

I want to help make our town a better place to live in, and to this end I promise to comply with the following rules to the best of my ability:

1. *I will help clean up yards, streets and alleys.*
2. *I will plant flower seeds, bulbs, vines, shrubbery, etc.*
3. *I will help make gardens, and keep lawn in good condition.*
4. *I promise not to deface fences or buildings, neither will I scatter paper or rubbish in public places.*
5. *I will not spit upon the floor of any building or on the sidewalk.*
6. *I will try to influence others to help keep our town clean.*
7. *I will always protect birds and animals, and all property belonging to others.*
8. *I promise to be a true, loyal citizen.*

I may not be able to do all these things, but will do as much as I can to help our town and community.



How To Increase Your Business
Ask your Jobber about Ingersolls

Many Canadian hardware stores owe their success to a broad selection of popular specialties. Such articles as chafing dishes, sporting goods, cutlery, automobile accessories and Dollar Watches, not only sell readily at a good profit, but bring new people into the store who become regular customers.

The INGERSOLL DOLLAR WATCH is one of the most desirable of hardware specialties. Why? Because *hardware store patrons are the logical users of Ingersolls.*

Carpenters, masons and mechanics need a reliable, inexpensive watch in their working clothes. Hunters and campers also need Ingersolls. So does the growing boy. All these are but a few of your regular customers who use the Ingersoll.

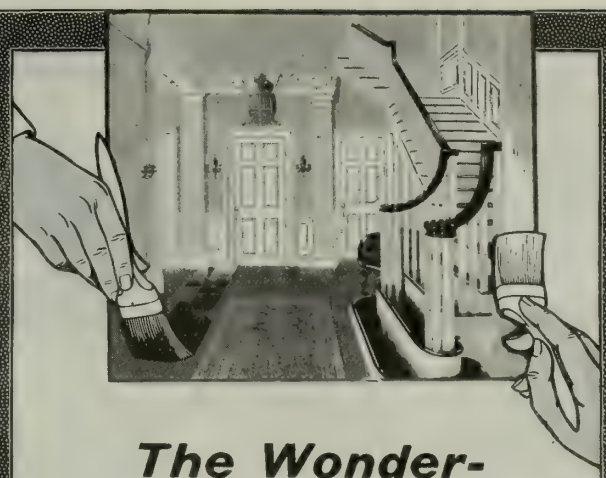
The Ingersoll Watch is a clean, inviting proposition to handle. Just a small investment brings a complete stock. The stock turns several times a year at about a 28% profit each time or 84% a year.

Ingersoll Stock does not lose value nor get out of date. It is of small bulk and requires little space. It hangs on its Ingersoll fixture where readily seen and helps sell itself.

Such is the Service of Ingersolls in a hardware store. Write to your jobber or to us for a dozen assortment.

Rob't H. Ingersoll & Bro.

200 McGill Street **Montreal, P. Q.**



The Wonder-Working Finishes

Liquid Granite
Lasting Waterproof Floor Varnish

The work of a good floor varnish is two-fold. It should both protect and beautify the surface it covers. Liquid Granite has been doing this two-fold work in homes and public buildings for over half a century. Its lustre enhances the beauty of natural woods and its extraordinary toughness defies the effects of water, weather and hard wear.

White Enamel Luxeberry
Whitest White—Stays White

The same qualities of toughness and elasticity that mark Liquid Granite also distinguish Luxeberry White Enamel. And whether you prefer a finish of porcelain-like brilliancy or dull ivory in tone, Luxeberry produces a surface that shows no trace of brush marks and refuses to crack chip or turn yellow, no matter how hard the wear.

You can assure your customers certain satisfaction and yourself sure profits by supplying these well-known brands. If you are not now handling Berry Brothers' products, write for our dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario (51)

Weekly Paint Markets

MONTREAL.

MONTREAL, May 13.—The brisk seasonable demand continues; makers are busy and generally satisfied with the returns under the existing conditions. Sorting orders continue to show that the trade is still working on the hand-to-mouth basis, and that favorable weather has led to early exhaustion of supplies. Country business throughout Ontario, Quebec and the East is generally considered an improvement on a year ago, and the city store trade is more encouraging, although, of course, the industrial and commercial consumption, which embraces "big business," continues very slow, and the better demand in country districts is more than counterbalanced. Price changes over the week are not important, although there have been some quotations shifted by individual firms without altering the range; these are irregular and evidently influenced by state of supplies rather than the market.

Linseed Oil.—There cannot be said to be any real change in the oil market, crushers giving the same quotation, with a firm tone prevailing. The wide range continues among the dealers, although one house, which was at the bottom a couple of weeks ago, reports an advance of 3c and another a decline of about 2c. The two firms referred to are now about even in the middle of the range, but the high and low quotations are still heard in the market. Demand continues fair.

	Raw.	Boiled.
1 to 2 barrels	81-88c	84-91c
3 to 5 barrels	80-87c	83-90c
6 to 9 barrels	79-86c	82-89c
10 bbls. and over ...	87-85c	81-88c

Gasoline. — The gasoline situation shows little change. Prices are unaltered and the demand continues very fair. Drums are quoted 15c a gallon and tank wagon 14½c.

Turpentine.—The turpentine market is higher, refiners reporting an advance during the week of 1c. However, in the trade there is not a general covering indicated. Refiners quote 68c, and the top of the range has been moved to 70c; but the low quotation of last week—67c—continues, and one figure is heard at 66c. A quotation of 2c under the refiner's price indicates the unsettled state of the market, and the fact that some dealers are basing figures on their own stocks rather than the present cost.

	Per gal.
½-bbl. lots	70-73c
1-bbl. lots	67-70c
2 to 4-bbl. lots	66-69c
5 to 10-bbl. lots	65-68c

Lead and Zinc.—Lead and zinc both continue very firm, not only on account of the metal situation, but also on account of the price of oil. Lead is still quoted $8.95, with 30c advance for less than ton lots; zinc is about 14c in 25's.

Glass and Putty.—The glass market is still unsettled, with prices unchanged, but nominal. Putty is very firm, and is likely to be advanced when the present high cost of whiting is taken into consideration. The price is stated to be 20 per cent. to 25 per cent. higher than before the war, and it is expected that putty will feel the effects as soon as old supplies are exhausted.

Colors, etc.—The situation as regards colors continues very irregular and shortages more acute, as consumption exhausts the ever decreasing supplies on hand, while there is evidently little prospect of European supplies for some time to come.

TORONTO.

TORONTO, Ont., May 13.—The present spell of fine weather has had a stimulating effect on the paint trade, although not to the same extent as in previous years. This is especially noticeable in the city trade and due to the industrial depression which is affecting the manufacturing centres to a greater extent that in the country districts. Linseed oil has advanced 2c per gallon, but otherwise there are no price changes of importance to note. The situation with regard to dry colors does not improve and in some cases prices are more or less nominal. Whiting is very firm and a scarcity is reported owing to shortage of tonnage. White lead is also firm. The glass situation is unchanged, but prices are firm. Collections continue slow.

Linseed Oil—With flax seed firm at $1.86, the present price of oil would appear to be low, but as the demand is light and cheap oil is still on the market, there is a tendency to keep prices down. The market, however, has advanced 2c, and 82c for raw oil is now being quoted. The range is practically the same as last week, one prominent dealer quoting as high as 89c, while another as low as 79c. The following prices, however, are generally being quoted in Toronto:

	Raw.	Boiled.
Single barrels	82	85
3 to 5 barrels	81	84
6 to 9 barrels	80	83

Turpentine.—The situation continues much the same and prices are holding firm. There was a considerable shortage in supplies of raw turpentine during the month of April in the South, due to adverse weather and also on account of a decision to decrease production. These conditions are having a tendency to keep prices firm. The production of resin was affected in the same way and prices of common grades have advanced but higher grades are unchanged. The following prices are quoted locally for turpentine: Single barrels, 73c; 2 to 4 barrels, 72c; and 5-gallon lots, 80c per Imp. gallon.

Whiting.—The market is firm at the advanced prices announced last week and the situation is unchanged as regards scarcity of tonnage. Whiting is scarce on this account, and there appears to be little prospect of any immediate relief.

White Lead.—A very fair demand for white lead is reported, and prices are very firm. The list is given in the current paint market quotations.

Gasoline—Gasoline is moving very freely now at 18c per gallon. Coal oil is quiet at prices given in the current market quotations.

Glass—It is reported that the American glass manufacturers contemplate decreasing production, as they are carrying heavy stocks and the demand is only moderate. This condition may influence the situation here, as it will have a tendency to keep manufacturers' prices down.

Putty.—The market is firm but prices are unchanged, although raw materials are increasing in cost. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10



SELLING "QUALITY"

One painter tells another of the Superior Quality of B-H "English" Paint.

Every can sold becomes a silent salesman in the true sense of the word.

The greatest selling point in B-H "English" Paint is a guaranteed formula of—

70% of Brandram's B.B. Genuine White Lead

and

30% of Pure White Zinc

In all tints and white.

Every painter and houseowner recognizes the value of a guarantee in an article so often adulterated as Ready Prepared House Paints.

Don't take the risk; stock the paint that has the real Selling "Quality"

B-H "ENGLISH" PAINT

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30%; "Sovereign" Bulk Smokeless Powder, 30%; "Regal" Dense Smokeless Powder, 30%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz.	9 00	
Samson, single bit, handled, doz.	12 50	
Samson double bit, doz.	12 50	
Samson flooring axes No. 2, doz.	9 00	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal.	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).	
3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE.	Per doz.
No. 0, ¾ inch rim, 16x22	4 25
No. 1, ¾ inch rim, 18x24	4 75
No. 2, ¾ inch rim, 18x28	5 25
No. 3, ¾ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).	
Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).	
Basswood, stationary, doz.	1 30
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, American, low	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).	
Eureka Electric, each	$35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combin'n Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

COMPOUND.

Soclean Sweeping.	Per case
4½ lb. size, 2 doz. in case	4 50
8 lb. size, 2 doz. in case	7 20
17 lb. size, 1 doz. in case	6 75

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).	
No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 25
All bright, 52 sheets	4 25	4 50

	Galvanized.		
	Apollo	Crown	Gorbals
18x24	5 75	5 75	5 75
60	6 00	6 00	6 00
20x28	9 70	9 70	9 70
20x28	10 20	10 20	10 20

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.	
Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



Made in Canada

WHEN YOUR CUSTOMERS ASK FOR

BABBITT METAL

MADE IN CANADA

GIVE THEM

HARRIS

HEAVY PRESSURE

"THE BABBITT METAL WITHOUT A FAULT"

It is copper coated and copper hardened and will **give Excellent Service.** We guarantee every pound.

We have Everything in Metals.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

What's in the Paint You Sell?

To the naked eye all makes of paint may look alike, but in service be about as different as night and day.

It takes real merit to build up a progressive paint department, and by what users and dealers are saying about



Jamieson's

PAINTS AND VARNISH

we are confident that we have as good, if not better, paint and varnish products as are produced anywhere.

Our selling helps in conjunction with Jamieson Quality afford you an excellent opportunity to increase your profit.

Drop us a line for proposition.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

DUCK.

	Yarmouth Double 29 in.	Standard Single
7 oz. ..	0 15¾	6 oz. .. 0 11½
8 oz. ..	0 17½	7 oz. .. 0 13
9 oz. ..	0 19¾	8 oz. .. 0 14½
10 oz. ..	0 21¾	9 oz. .. 0 16¼
12 oz. ..	0 22¼	10 oz. .. 0 18
15 oz. ..	0 32¾	12 oz. .. 0 21½

Standard, Single Filled, 36-inch.

7 oz.	017	10 oz.	0 23½
8 oz.	0 19	12 oz.	0 28½

F

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	67½

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 30 and 10%.

English pattern, 30 and 10%.

Galvanized washtubs, 30 and 10%.

Other lines, 30%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over	18
	Toronto.
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30

Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes. 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 55 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 50
Double strap hangers, doz. sets	6 50
Standard, jointed hangers, doz. sets	6 45
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10%
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 50
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Asbestos, No. 70, per set	1 50
Asbestos, No. 90, per set	1 20
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy	$11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 35
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)	21 00
104x27, Triple stock (net)	22 00
104x30, Triple stock (net)	23 15

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING). Each

Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

Finding a customer for C.P. SANITONE is not difficult for the alert paint salesman

OVER the counter he talks with people every day who discuss their plans for redecorating the home this Spring. Some are thinking of repapering, others have almost decided to use a water paint in order to get an artistic flat covering for their walls. These customers offer the mark and your paint department should aim for a bull's-eye sale of Sanitone.

It is a finish you can talk for time at stretch, and its qualities are bound to get the attention and interest of your customer. Clinching the sale depends on how strongly you make your listener want a home finished with the modern wall finish—made in twenty-four soft, velvety, delicate shades — offering a wide latitude in choice of color combinations to fit in with their particular furniture and furnishings.

Tell them of its durability and permanency—how it is absolutely sanitary and clean—can be washed with soap and water. Show up, by actual demonstration, its superiority over wallpaper and water paints, and emphasize the economy it affords—no necessity for refinishing every other Spring.

Sanitone is a line your time is well worth while spent in pushing—do it now.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES — CP TRADE MARK — STAINS-ENAMELS LINSEED OILS

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 17 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 44
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.
Prices per
Size Length. 25-lb. box
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 45 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English) 7 00
Navy (English) 6 00
Plumbers' (spun) 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack. 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc), 4c.
Brass, heavy, 9½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper heavy, 13½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 56
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 .... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in., (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON.)
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld. Per 100 feet.
Size Black Galvanized
⅛ in. and ¼ in. $ 2 16 $ 3 18
⅛ in. 2 64 3 74
¾ in. 2 99 4 49
1 in. 4 42 6 63
1¼ in. 5 98 8 97
1½ in. 7 15 10 73
2 in. 9 62 14 43
2½ in. 15 21 22 89
3 in. 19 89 29 84
3½ in. 23 92 35 88
4 in. 28 34 42 51
Lapweld.
2 in. ... .$ 11 10 $ 15 91
2½ in. 15 80 23 40
3 in. 20 66 30 60
3½ in. 24 84 36 80
4 in. 29 43 43 60
4½ in. 36 83 52 07
5 in. 42 95 60 68
6 in. 55 68 78 72
7 in. 76 16 104 72
8"x25 lbs. per ft. 80 00 110 00
8"x28 lbs. per ft. 92 16 126 72
9" 110 40 151 80
10"x32 lbs. p. ft. 102 40 140 80
10"x40 lbs. p. ft. 131 84 181 28

PIPE (LEAD.)
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40 p.c. off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths ... 3 45
3 inch, in 10-ft. lengths ... 4 20
4 inch, in 10-ft. lengths ... 5 53
5 inch, in 10-ft. lengths ... 7 60
6 inch, in 10-ft. lengths ... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs.. .. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 .....$20 06
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Boker's King Cutter 14 50
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor 33½ per cent
Edelweiss 17 50
Ever-Ready, doz. 9 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 27 p.c.; burrs, 15 p.c.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Amatite roofing, per sq..... 2 70
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 15½
British Manila basis 13
African hemp basis 13
Sisal basis 11
Single lath yarn basis 9¾
Double lath yarn 10½
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
(Basis (⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES BOXWOOD.
Rabone's. Per doz
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. .....(53¼).. 4 16
No. 1375—3 ft. .....(66¼).. 2 50
No. 1112—3 ft., hf. bound.. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs.. 1 70
No. 1494—Brass blacks'hs.. 2 20

SAWS.
Atkins Hand and Crescent, 25%.
Simonds' Hand, 15%.
Shurly & Dietrich, 35%.
Spear & Jackson, 40%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SAP SPOUTS. Per 1000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½ 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.
Per cent.
Wood, F.H., brass 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened 60 10
Square cap ..... 50 and 5
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. Queen's Fleur- Gorbal's
gauge Head de-Lis best best
16-20 .. 4 05 3 80 4 05
22-24 .. 4 25 3 90 4 25
26 ..... 4 50 4 25 4 50
28 ..... 4 75 4 45 4 75
Colborne Crown—16-20 gauge, $3.85; 22-24 gauge, $4.05; 26 gauge, $4.30; 28 gauge, $4.55.

Apollo Brand. Montreal
14 gauge 3 50
16 gauge 3 50
18-20 gauge 3 70
22-24 gauge 3 80
26 gauge 3 90
28 gauge 4 40
10¾ ozs. 4 60

USE
"MAPLE LEAF" BRANDS
LINSEED OILS



Our guarantee of absolute purity goes with every shipment.

THE
CANADA LINSEED OIL MILLS,
LIMITED

Mills at Montreal and Toronto

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

SHELLERS, CORN.
Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.
Wood sifters, doz. $1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 70

SINKS.
Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.
Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.
Harness, 25 per cent.

SOLDER. Montreal. Toronto.
See weekly report.

SOLDERING IRONS.
Base, per lb., 30 cents.

SOLDER, WIPING.
Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly st'dard wiping 0 25

SPELTER.
See weekly report.

STAPLES. Per cwt.
Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's
Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.
Baby, 2-passenger, each ..$ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.
Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.
Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.
Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.
Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.
Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.
Tape Lines, linen, No. 2601 x50, each $1 00
Metallic, No. 4011x50, ea. .. 1 35
Metallic, No. 4011x66, ea .. 1 55
Steel, No. 2891x50, ea. 2 70
Steel, No. 4161x50, ea. 3 00
Steel, No. 4161x50, ea. 5 15

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).
Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.
McKinnon, 40% discount.
Greening's, 40% discount.

TIN.
See weekly report.

TINNERS' TRIMMINGS.
Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned 70 and 10%.

TOOLS, HARVEST.
Ordinary brands, 40, 12½%.

TRAPS (STEEL AND GAME).
Newhouse, 40%.
Hawley & Norton, 57½%.
Victor, 70%.
Oneida Jump, 65%.

TRESTLES.
5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5 40
12 ft., each. 3.00 20 ft., each.6.00

TROWELS.
Disston's 10%.

TWINE (Binder.)
650 ft., per lb. 0 10¾
600 ft., per lb. 0 10¼
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½
5-ton lots, ¼c per lb. allowance.
10-ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping Cotton 5-lb.
4-ply 0 21½
3-ply 0 19

TUBES.
Boiler Tubes.

	Montreal	Toronto
100 ft., 1¼ in. ...	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.
Samson Galvanized.
No. 41, doz., net 10 87
No. 52, doz., net 12 10
No. 63, doz., net 13 48
Common Galvanized.
No. 0, doz. 5 84
No. 1, doz. 7 82
No. 2, doz. 8 51
No. 3, doz. 9 71

Per nest
Nests of 3—0, 1 and 2.....$1 85
Nests of 3—1, 2 and 3..... 2 17
Nests of 4—0, 1, 2 and 3.... 2 66

WOODWARE.
No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.
Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.
Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.
White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, on application.

WARE, TIN, PIECED.
Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED.
Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.
Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.
Narrow wood and felt ...1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ....$4.40 doz

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.
Smarts, Horse, 3½c lb.

WHEELBARROWS.
Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.
Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIPERS.
(See Paint Markets)

WIRE.
Copper wire, 25%.
Brass wire, 25 p.c.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.
No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.
Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft., rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.
Barb 2 60
No. 9, coil spring 2 40
No. 9, plain galvanized 2 35
No. 12, plain galvanized ... 2 50
No. 13, plain galvanized ... 2 60

O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5: 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.
Royal Canadian, 11 in., doz. 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 ..... 42 00
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Wrenches, Trimo, 65 per cent. off list.

WRINGERS, MOP.
White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	18 50	15 00
Part cask	19 00	15 00



Would you believe words could be printed on Wood Veneer?



The veneer is very thin, in fact as thin as paper, and then it is mounted on heavy cardboard. The new sign which we are distributing to Hardware stores is a good sample of this kind of work. The lettering on this sign is inlaid in a different kind of wood veneer. All this helps make the sign interesting and when it is displayed by a Dealer selling Simonds Hand or Cross-Cut Saws it invariably creates a great deal of interest. A high-grade saw like the Simonds should necessarily be represented by a high-grade sign. We will send one or two to any customer selling our saws, whether buying direct from us or through a jobber.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., MONTREAL, QUE.

Vancouver, B. C. St. John, N. B.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ..$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 $3 60

COLORS (DRY). Per lb.
Raw Umber 100 lb. keg.. 0 10
Burnt Umber, 100 lb. 0 10
Raw Sienna, 100 lb. kegs.. 0 10
Burnt Sienna, 100-lb. kgs.. 0 10
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs.. 0 04½
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 ..... 0 02
Drop black, pure dry ... 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 04
Yellow ochre, barrels 0 01¾
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.
Venetian red, 1-lb. tins, pure 0 16
Chrome yellow, pure 0 24
Golden ochre, pure 0 15
French ochre, pure 0 14
Chrome green, pure 0 12
French permanent green, pure 0 16
Signwriters' black, pure... 0 22
Marine black, 25-lb. irons. 0 08

DRIERS.
Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre 1 80

FILLER. Gal.
Luxeberry Enamel $5 00
Screen Enamel B.B. 1 65

GLUE. Per lb.
French medal 0 18
English common sheet.... 0 14
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 .... 0 13
Cake, bone, 112-lb. bags.. 0 12
Hide, 112-lb. bags 0 20
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 ..... 0 15
Extra 0 18

GLASS.
(TORONTO QUOTATIONS).

Size United Inches.	Star.
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
91 to 95	....
96 to 100	...

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft. 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	....	20.50
91 to 95	....	22.00
96 to 95	....	25.00
101 to 105	....	32.00
106 to 110	....	36.00

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5% off list, delivered.
City discount, 45 and 5% off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine	10 15	10 30
C.P. Co. decorat's pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead..	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephens' H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt.....	7 37½	7 62½
No. 1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste).

1 lb. pkgs., 100 lb. lots..	$16 50
2 lb. pkgs., per 100 lbs..	16 50
5 lb. pkgs., per 100 lbs..	12 50
25 lb. pkgs., per 100 lbs..	11 50
100 lb. pkgs., per 100 lbs..	10 00
200 lb. kegs, per 100 lbs...	9 75
300 lb. pkgs., per 100 lbs..	9 25
600 lb. casks, per 100 lbs..	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW).
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED).
Per gallon

Sherwin-Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	1 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle...	1 70
Martin-Senour, 100% pure..	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City....	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color.....	2 25

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case.	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case..	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b. Toronto, Hamilton, and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks.....9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

GLAZERS' POINTS. Per lb.
Zinc coated 0 12

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans .....$	0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums.	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ...	0 60	
Pint tins, per doz.	1 10	

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10	
Cumoff	2 10	

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls.	See weekly report.	

SLATING. Gal.

2 to 4 bbls.	0 60	0 64
Liquid Slating, B.B. .....$		3 00

STAINS. Gal.

Oil, & Spirit, Berry Bros..$	2.50
Water Stains, Berry Bros.	1.25
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans ...	1.15

VARNISHES.

	Per gal.	cans
Liquid Granite .....$		3 00
Elastic Interior		3 00
Elastic Outside		6 00
Luxeberry, light		3 00
Luxeberry, white		5 00
Luxeberry, spar		4 50
Luxeberry, exterior		5 00
Dugloss finish		3 00
Carriage, No. 1		1 50
Excello		2 00
Mar-Not		2 70
Elastic Oak		1 50
Light oil finish		1 35
Gold sized japan		2 00
Baking black japan		1 35
No. 1 black japan		0 95
Crystal Damar		2 50
No. 1 Damar		2 25
Oilcloth		1 50
House painters' white jap...		1 95
Elastilite varnish		2 25
Copaline varnish		2 25
Granitine floor finish		2 25
Jamieson's floor enamel ...		1 75
Sherwin-Williams' KOPAL varnish		2 50
Canada Paint Co.'s SUN varnish		2 25
"Flint-Lac," coach		1 30
B. H. Ltd., "Gold Medal," cases		1 80
Dependon Lt. H. Oil Finish		1 55
Everlastic Floor		2 30
Elastica exterior finish		4 25
Flattine floor finish		3 00
Stovepipe varnish, ½ pints, gross		9 00
Pure white shellac varnish		2 15
Pure orange shellac varnish		2 00
No. 1 orange shellac varnish		1 85
Kyanize floor finish		3 25
Kyanize cabinet rubbing....		3 25
Kyanize spar		4 25
Kyanize stains		3 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkge.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING).
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅝
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This list subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Old English Floor Wax .	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38
Anchor	0 32

WHITING.

Paris white	1 1
Plain, in bbls.	1 0
Gilders bolted, in bbls.....	1 1

ZINC (DRY).

Extra Red Seal, V.M.....	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-15	
No. 1, in 25-lb. irons.....	9-10
No. 2, in 25-lb. irons.....	7- 8
Pure in Darmar Varnish.	0 25
Superfine	12 00



"Phenomenal Sales Increase"

Says Long Established Booth & Law Co.

WHEN a man who has been at the helm of a hundred year old business for nearly half a century says that the sales increase of his company on Pratt & Lambert Varnishes has been phenomenal, it pays to listen. Such long experience in selling various lines of varnishes and in judging of varnish quality make this statement of unusual significance. Read Mr. Law's letter which points out some of the reasons why such gratifying sales results have been possible for them and are possible for *you*. If you will read this letter and act on it, you will be taking a straight and direct course to successful varnish sales.

Write For Complete
Pratt & Lambert Dealers' Proposition
Pratt & Lambert-Inc.
30 Courtwright St., Bridgeburg, Ontario

LYMAN H. LAW, President WALTER B. LAW, Vice-Pres. and Treas. J. HAROLD LAW, Secretary CHARLES WEISS, Sales Manager



THE BOOTH & LAW COMPANY
VARNISHES, PAINTS, BRUSHES
YALE SEAL SPECIALTIES
STANDARD TUR-PINE SPIRITS
OFFICE AND SALESROOMS
19 CROWN STREET
WAREHOUSE
WATER AND OLIVE STREETS
NEW HAVEN, CONN. Jan. 5, 1915.



Pratt & Lambert,
185 Madison Ave.,
New York, N. Y.

Gentlemen:

Although we have been in business as you know almost a hundred years, it is only recently that the modern force of advertising has become a big factor in business. Thus in recent years we have been able to greatly increase our business through the handling of advertised lines. It was our study of what constituted good advertising backing of a line of goods that led us to adopt Pratt & Lambert Varnishes a few years ago. We have not been disappointed with the results. Our first order while small has grown until now we order in carload quantities and our sales increase in this time has been phenomenal.

Your magazine advertising, dealer helps of all kinds, painters' magazine, "Varnish Talks", letter promotion campaign to home builders, Architectural Department which is getting the good will and co-operation of architects and securing their specifications for Pratt & Lambert Varnishes, your Advisory Department, method of referring inquiries, in fact every other detail of your advertising plan is in our opinion 100 per cent efficient and is pulling the results for us. This can be easily seen from the fact that despite all the "calamity howlers" of the past year, our business has shown a decided increase and due to the fact that you have advertised harder than ever during the past year while some of the other fellows seem to have let down. With the indications of returning prosperity this Spring, we look forward to the greatest year on Pratt & Lambert Varnishes in the history of this company.

Yours for Success.
Walter B. Law
Pres.
THE BOOTH & LAW COMPANY

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball $11.20.

ANVILS.
Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40%; common, 70%.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lb., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb. $10; Black Prince Axes unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., $28 per doz; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BLOCKS.
Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOILER TUBES.
2 in., per foot, 16½c; 2½ in., 17½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5%; 7-16 and larger, 45 and 5%; machine, ⅜ and under, 55 and 5%; 7-16 and over, 45 and 5%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½%; sleigh shoe bolts to ⅝, 50%; 7-16 and up, 40%.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 os., $2.60; 16 os., $2.85 per 100 lbs.

BUTTS.
Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16 $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewarts', 17½% off Canadian list.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Brasiers' soft copper, 10-24 ft., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent; Blacksmith, ½ in., round shank, 5[illegible]
Eave [illegible], 8 [illegible] 10c
$2.90; 10", $3.25; 12", $4.
Conductor pipe, 2", per 100 ft., $3.45; 3", $3.85; 4", $5.10.

ENAMELWARE.
Canada, 60; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.
30 per cent. off.

FILES.
American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ [illegible]; light, 25 and 12½%.

GASOLINE.
Painters' naptha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate).
35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 25	5 60
28 Am. or 26 Eng.	5 00	5 35
26 Am. or 26 spec'l	4 75	5 10
24 Am. and Eng..	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng..	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Pott's No. 50, set ...	1 00

Asbestos Sad Irons.

No. 100, set	1 50
No. 70, set	1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.

No. 2, plain	7 50
No. 20, X-ray	11 25
No. 22, Dash-board	10 00
Trulite short globe, doz...	7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.
Rim knot lock No. 600, $1.60 per dozen.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NE[illegible] Poultry, 50%.

NU[illegible]
Sq[illegible] and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Gal. Tin vanized
½ gal., dome top....$2 10	$3 04
1 gal., dome top.... 2 55	3 42
2 gal., dome top.... 3 97	4 55
3 gal., dome top....5 10	7 35
5 gal., dome top....6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb pkgs. (case lots), 25½c; ½-lb pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.85; ⅜, $3.90; ½, $4.70; ¾, $5.65; 1 inch, $8.15; 1¼, $11.25; 1½, $13.50; 2, $18.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.70; ½ inch, $3.40; ¾ inch, $3.85; 1 inch, $5.75; 1¼ inch, $7.80; 2 inch, $12.50; 2½ inch, $19.80; 3 inch, $25.65; 3½ inch, $31.05; 4 inch, $36.90; 4½ inch, $45; 5 inch, $53.10; 6 inch, $68.40.

PLASTER. Paris, per bbl., $3.25

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24 $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES .....10c per lb.

POINTS.
Landslide plow, 1⅛ x 14 in., $1.75 per dozen.

PUTTY.

100-lb. drums	3 00
25-lb. irons, per cwt.	3 10
1½-lb. tins	0 06

RASPS.
Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50; Maple Leaf, $5.25; Prince Rupert, $8.00.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron round head, 80 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHAVING SOAP (Colgate's), Shecks, Cream, Powder, per doz., $2.65.

SHEET ZINC. Any lots, 16c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball $11.20.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz
Fox & Olds, $7.10 per doz.
Scoops, D-handled, "Black Cat No. 3, $7.70; No. 4, $8.20; No. [illegible] $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½ $3.75; ⅝, $3.75.

STAPLES.
Bright wire per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.00.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.
Ordinary, 47½%.

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises. 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Decorators' pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B., $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100 ft. rolls, $1.60 per hundred sq. feet; in 50 ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15 $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per l.

WRENCHES.
Stillson, 65 and 5% off.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





Who Stole the Secret Submarine Plans?



Who breathed out the news of their existence in that seething city where foreign agents thrive?

The secret meant naval supremacy for the Government—and a fortune for the penniless inventor.

The network of mystery that shrouded its disappearance seemed choking in its completeness.

And then—Anson Hogarth was put on the case.

Just how the armchair detective's penetrating deductions wheedled out the guilty one is a story athrill with suspense—and action—and surprise.

"The Great Naval Secret," by Donald Donovan, grips right through to its astonishing climax. Read this wide-awake story of unusual cleverness in

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Get this story and MACLEAN'S *every month at the special Introductory rate. Tear off the coupon herewith and mail—NOW.*

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143 University Ave., Toronto.

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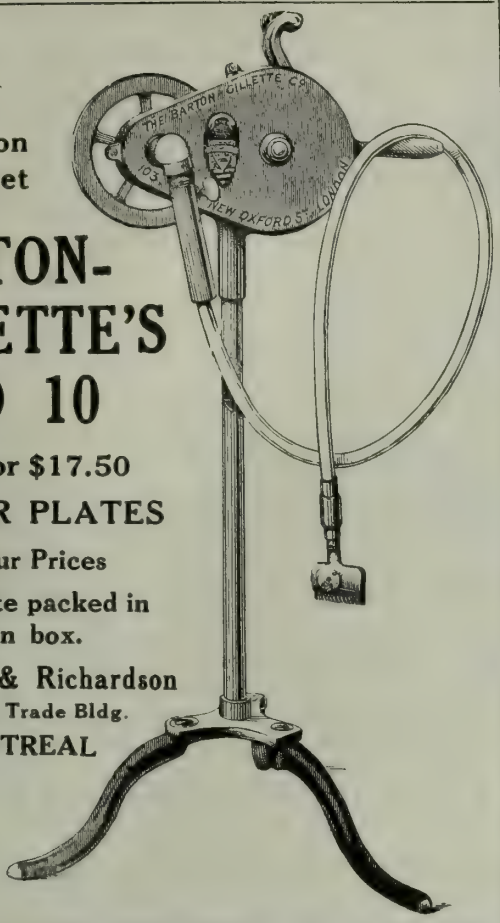
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BARTON-GILLETTE'S NO 10

Sells for $17.50

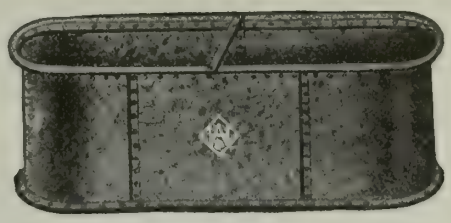
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Get our Prices

Each plate packed in a tin box.

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Galvanized Steel TANKS



Made in All Sizes Any Style

Write for Catalog—Keep it Handy

Shipments made same day order received.

The Heller-Aller Co.
Windsor, Ontario

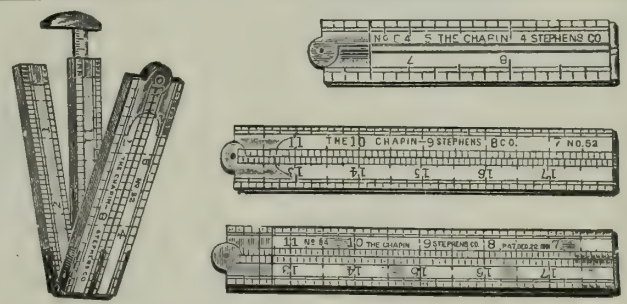


The No. 221 Fire Pot

THE No. 221 FIRE POT

is made to meet the demand of the trade for an extra strong Fire Pot, using Kerosene as fuel. There is a growing demand for Kerosene Fire Pots, and the No. 221 tank is made of heavy gauge, seamless drawn steel, reinforced, with all the fittings and the bottom welded in, making it extra strong and durable. The burner is made of special metal, and produces a steady blue flame of intense heat, devoid of smoke or smell. The No. 221 will give you splendid satisfaction and please your customers. All leading jobbers will supply at factory price. Send for catalog—it's free.

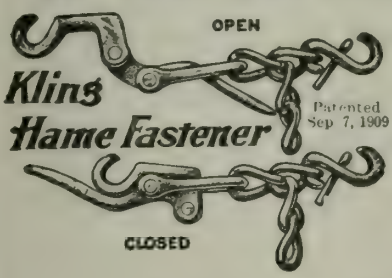
Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY
56 Colborne Street Toronto, Ontario
SALES AGENTS

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

A Straight Talk From the Manager

The News Value of Advertisements

Away back in the "dark ages" of trade journalism, it was customary for advertisers to prepare one dry and uninteresting piece of copy, usually devoid of illustration, and allow it to run "t.f." (till forbid).

Just to show how far we have advanced from that primitive stage, consider the fact that, in last week's issue of Hardware and Metal, out of a total of 136 advertisements, exactly 63 had never before appeared in type. Most of the others are changed frequently.

There is always something new in the advertising pages of Hardware and Metal. You miss a great deal of valuable news, unless you read these pages weekly, as a regular habit.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED—HARDWARE BUSINESS—STATE stock, turnover, profit, lines handled, buildings, terms, general information. Box 184, Hardware and Metal, Toronto. (20)

TINSMITH WANTED—ONE WITH EXPERIence in plumbing as well as tinsmith work. Apply, stating wages expected and experience, to N. H. Bowers, Massey Sta., Ont. (21)

SITUATIONS VACANT

WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

Advertising

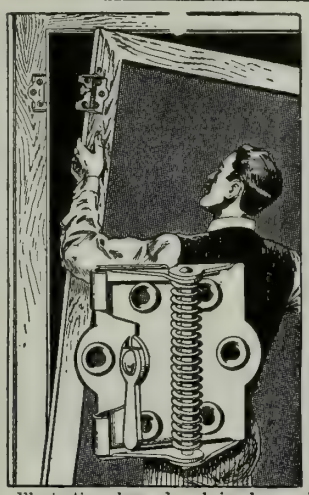
"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

A SEED DEPARTMENT

will add to your profits.

Kelway Langport England

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



JIFFY Detachable Screen Door Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT

St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

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Signed .....

Town .....Province .....

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S No HOT BOXES
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HENRY F. SEYMOUR SHEAR CO. NEW YORK
SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal Canadian Agents.


Write for a catalogue of Feed Cookers, manufactured by James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Pelloe Plates.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

A want ad. in this paper will bring replies from all parts of Canada.

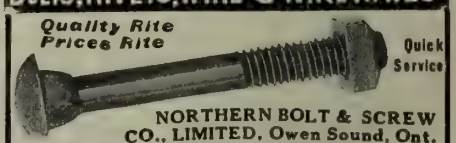
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PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS
For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.
F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

BELLS
FOR CHURCH, SCHOOL, FIRE ALARM AND FARM USE
The superior quality of bell metal used in the Exeter Bells gives them the volume and rich tone for which they are famous. Made in sizes from 15" to 48" diameter.
The only steel bell factory in Canada.
The Exeter Mfg. Co., Ltd., Exeter, Ont.

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Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps
They are certain to sell easily because it has several advantages over the ordinary style.
Has longer stroke, more power, and works easier.
While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.
It will be to your interest to write for full particulars now.
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite

Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.



NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place, New York.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON Sales Agents CANADA
Manitoba, Bissett & Webb, Ltd., Winnipeg.
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BAR IRON

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

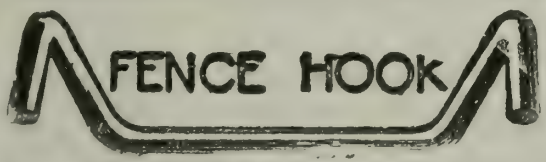
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are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.
Agents: A. RAMSAY & SON COMPANY, Montreal.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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British Aluminum Co., Toronto.

Aluminum Solder.
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The Andrew B. Hendry Co., New Haven, Conn.

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Henderson & Richardson, Montreal.
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London Rolling Mills Co., London.

Bar Iron and Steel.
Dominion Iron & Steel Co., Ltd., Sydney.

Barn Door Hangers.
MacKenzie Bros., Winnipeg, Man.

Barn Equipment.
MacKenzie Bros., Winnipeg, Man.

Bath Room Fittings.
Canadian Consolidated Rubber Co., Montreal.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Belting.
Canadian Consolidated Rubber Co., Montreal.
The Can. H. W. Johns-Manville Co. Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Andrew B. Hendryx Co., New Haven.
E. T. Wright Co., Ltd., Hamilton.

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Soren Bros., Toronto.

Bits.
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Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Binder Twine.
Consumers Cordage Co., Montreal.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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London Bolt & Hinge Works, London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

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The Steel Co., of Canada, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping.
The Stanley Works, New Britain.

Box Hinges and Locks.
The Stanley Works, New Britain.

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Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.

Brakes, Metal Working.
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton

Brass, Sheets, Tubes and Rods.
Tallman Brass & Metal Co., Hamilton

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Fray & Clark, New Britain.

Brooms.
MacKenzie Bros., Winnipeg, Man.
Stevens-Hepner Co., Port Elgin.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

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Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdwe. Co., Winnipeg.
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Stanley Rule & Level Co., New Britain.

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Richards Wilcox Can. Co., London.
The Stanley Works New Britain, Conn.

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Pedlar People, Ltd., Oshawa.

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Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.: Winnipeg, Man.

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Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

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Soren Bros., Toronto.

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L. S. Starrett Co., Athol, Mass.

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Soren Bros., Toronto.

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Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
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C. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

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Union Carbide Co., Ltd., Welland, Ont.

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Gipe-Hazard Store Service Co., Toronto.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

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Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Carriers.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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McKinnon Chain Co., St. Catharines.

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Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Landers, Frary & Clark, New Britain.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Smith & Hemenway Co., New York.

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McKinnon Chain Co., St. Catharines.

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Eureka Planter Co., Woodstock, Ont.

Churns, Glass, Metal.
Dazey Churn & Mfg. Co., St. Louis, Mo.

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The Western Clock Co., La Salle, Ill.

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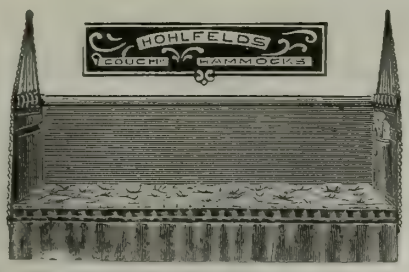
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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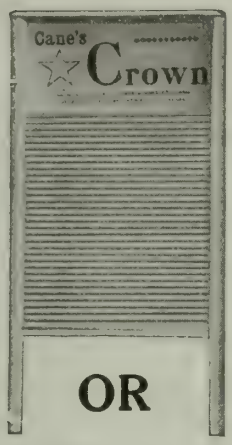
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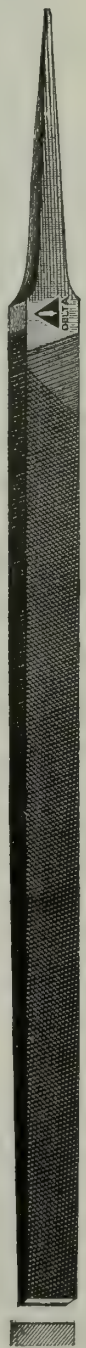
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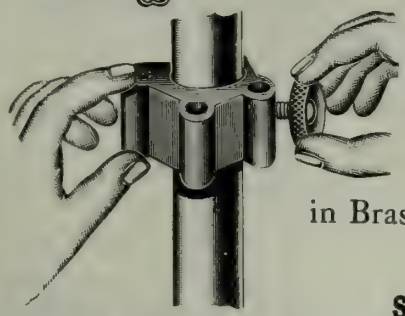
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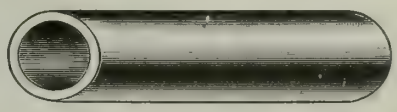
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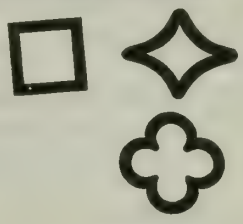


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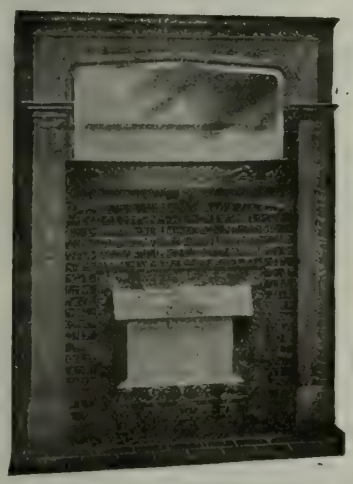
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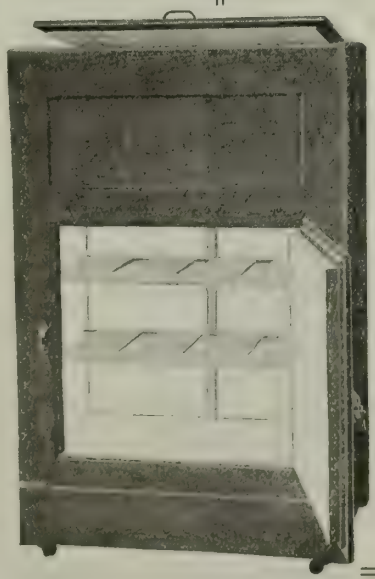
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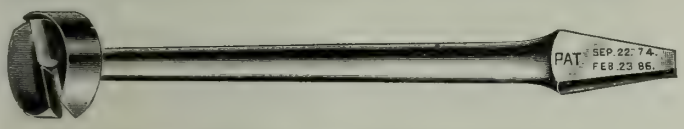
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
Andrews Wire Works of Canada Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co. Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co. Ltd., Hamilton.

Wire Springs.
The B. Greening Wire Rope Co. Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg

Wood Specialties.
E. B. Salyerds, Preston, Ont.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

Wrenches.
Peck, Stow & Wilcox Co., Southington & Cleveland.
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Two styles of shanks,— three threads for boring all woods

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St. Catharines, Ont.

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ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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EUREKA GLASS TANK SPRAYER

STRONGLY MADE. WELL PAINTED. ATTRACTIVELY FINISHED. For Spraying Potatoes, Tobacco, Small Shrubs, and all disinfectants in poultry houses and on live stock, this will be found an excellent sprayer.



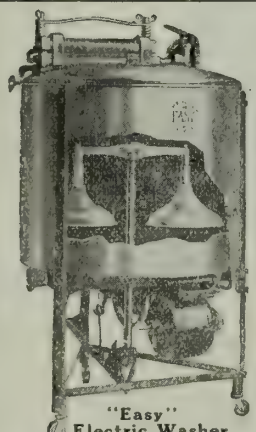
The pump cylinder is supplied with an air chamber, which prevents any of the solution being drawn back into the valves, and also greatly increases the pressure when spraying. Discharge tubes are brass—no corrosion. Pump rod is hard steel. Plunger leather is of special type, and is made from heavy calf leather. Equipped with regular crown jar and ordinary rubber ring.

FULLY GUARANTEED. PRICES ATTRACTIVE.

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"Easy" Electric Washer

Write at once and get the agency for

THE "EASY" WASHER

It is the only all-metal washer MADE IN CANADA

Will not injure the finest of fabrics—removes all the dirt—**works by suction, not friction** — sanitary (because all-metal)—Will not dry out or rust—will not absorb moisture or impurities — vacuum basins easily adjusted to the size of the wash—mounted on casters, easily moved—water discharge valve is **under** tub.

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ARCTIC METAL

A babbitt of quality

For Heavy Pressure



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Always reliable. Stocked by hardware dealers.

Tallman Brass & Metal Co.

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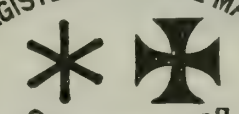
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CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



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James Hutton & Company

MONTREAL



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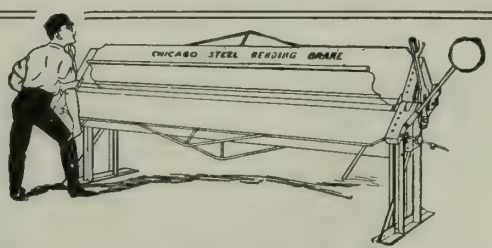
are the best value—get our circular explaining why and giving price. Also made with pail shelf and bolts.

We also make Tub Stands, Curtain Stretchers, Ironing Boards, Clothes Bars, Hand Corn Planters, etc.

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Limited

Otterville, Ont.



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(Made in all sizes)

Regarding the Steel Bending Brake we purchased last Spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO , C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

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Plate, Sheet, and all Kinds of Glass

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Satisfaction and prompt service guaranteed

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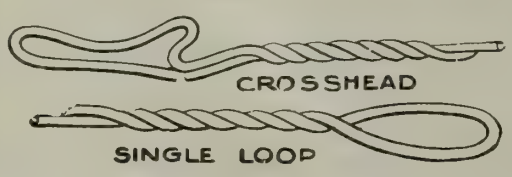
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Baling Wire and Bale Ties



Distinctive Quality at Attractive Price

We also manufacture WIRE NAILS, POULTRY NETTING, STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

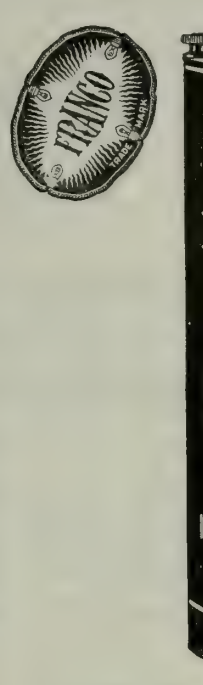
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market.
The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.
Compare the Franco Nitrogen battery with others and note the difference in length of life and light.
LONG LIFE ON SHELF AND IN SERVICE.
Catalogue illustrating our complete line mailed on request.

Interstate Electric Novelty Co. of Canada, Limited
220 King Street, West, TORONTO, ONT.
ALWAYS THE LATEST and BEST IN ELECTRIC NOVELTIES.

Turpentine Producers' Agency
IMPORTERS OF TURPENTINE

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For
BADEN LINSEED OILS

261 MACDONELL AVE. TORONTO, ONTARIO

A condensed ad. in this paper will bring results from all parts of Canada : : : :



HERCULES



SHELF LOCK

STRATFORD LADDERS

Are Easy Selling Value

The HERCULES is made right in every particular. The wide top, sides, steps, and all stock entering into it is carefully selected from the finest material. **It is the most perfect ladder made.**

All iron and steel parts are finished in aluminum, which, with the clear bright woods, makes this pattern one of the most attractive and most easy sellers on the market. The combination of strength, safety, durability and attractiveness is unexcelled.

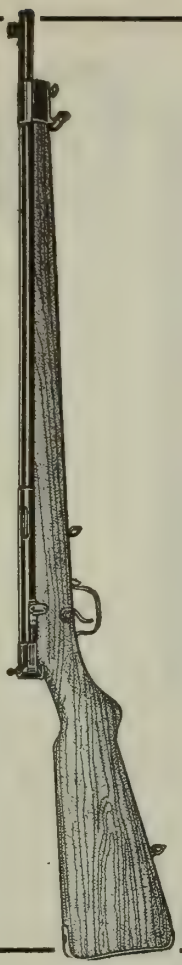
The "SHELF LOCK" is the lowest price step ladder we make.

Galvanized steel ears fasten the legs and risers to the top.

The Lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

Drop us a line now for full particulars.

The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA



This Spring, It's Thoughts of "Rifles"

The Hardware man who makes a specialty *now* of Ross Rifles will find them a good and profitable line. Show the Ross Cadet (retailing at $12.00 and a splendid seller) and the Ross Sporting Models. There will be more demand than ever for Ross Rifles of every description this Spring.

Ross Rifle Company

Quebec, Canada

PEERLESS Ornamental Fencing

IT is easy to explain the merits of Peerless Ornamental Fencing to a prospective customer. There are so many things in its favor. First, it is really an ornamental fence; second, it is an economical, and at the same time, durable fence; third, it beautifies home surroundings and presents a splendid appearance. Gate and fence match well together. Then, too, there is money in it for you.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire. Peerless fence is easy to erect, and will hold its shape for years to come.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc; also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man., Hamilton, Ontario

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

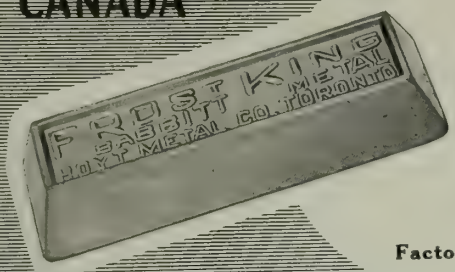
If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

Made in CANADA



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GIVES THE UTMOST IN BABBITT SERVICE

It is invaluable to the babbitt end of your business, for it brings customers back and back again for more and those who come regularly for babbitt will buy other hardware as well.

SALES OVER 5,000,000 DOLLARS ANNUALLY **does this not voice popularity?**

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Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO

New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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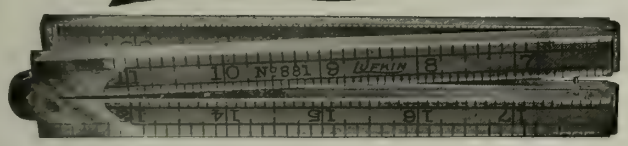
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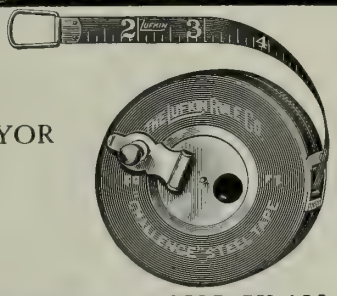
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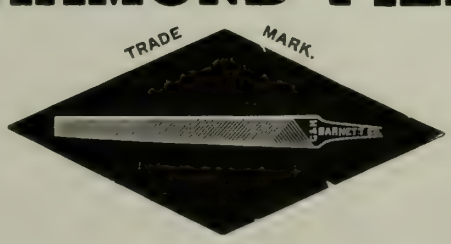
are RIGHT has been their experience or they have been educated up to it by their associates.

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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

To the Manufacturer Who Has Cut Out His Advertising

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And yet, if you were to fall sick, you would likely send for a doctor at once. The sicker you became the more lavish would you be in the employment of specialists and trained nurses and in the purchase of medical supplies. It would be ridiculous in the extreme for you to cut out doctors and medicines for the reason that your health was declining.

Now, advertising in Hardware and Metal may rightly be regarded as a Business Doctor—a specialist in those disabilities peculiar to the manufacturers of hardware and allied lines. When properly employed it will help you to develop new customers and to hold those you already have. It will pull you through your present trouble and pave the way for a rapid convalescence in the invigorating air of the business revival which is surely on the way.

Consultation Free! Write or phone our nearest office.

HARDWARE & METAL

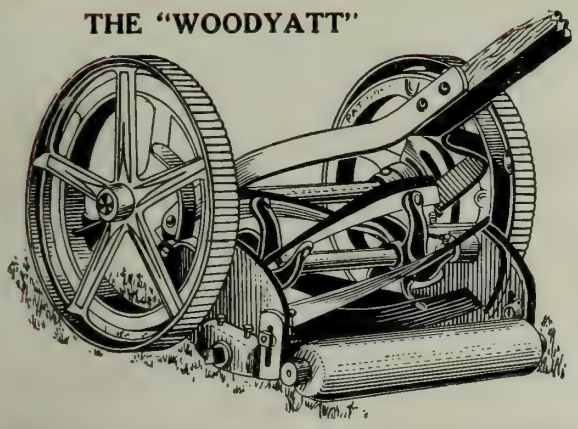
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No. 21 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

THE "WOODYATT"



Open four and five-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.

"THE SURE-SATISFACTORY KIND"

The quality, finish and distinctive mechanical features of T.-F. Mowers have never been equalled. They are the logical result of selecting the best raw materials, using the most modern mechanical facilities and employing highly skilled workmen, and backed up by an experience in lawn mower making extending over 40 years.

Taylor-Forbes Lawn Mowers are the best known line in Canada, not only because of the long time they have been on the market, but because they have made friends everywhere through their splendid service.

TAYLOR-FORBES LAWN MOWERS

MADE IN CANADA

THIS GUARANTEE GOES WITH EVERY TAYLOR-FORBES MOWER

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with his purchase, we INSIST on giving him a new machine or refunding his money.

Our Field is the World

ORDER FROM YOUR JOBBER if he does not carry the T.-F. line, write us. **We will supply you quickly.**

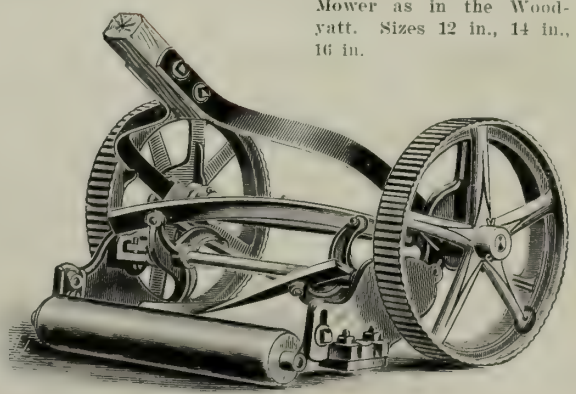
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H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
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Stanley Garage



Hardware

Everything for the Garage Door—Hinges, Holder, Hasps, Handles, Bolts

No. 1457 Ball-bearing Garage Hinges with 10 and 24-inch straps, permit closing the doors tightly.
Nos. 1458 and 1459 Ball-bearing Garage Hinges with 36-inch strap.
No. 1775 New Garage Door Holder. See illustration above.
No. 915½ Extra Heavy Safety Hasp. Screws concealed when hasp is locked.
No. 1125 5 and 7-inch Shutter Bar. An ideal fastener for inside of large front doors on Garages having side entrance
No. 1052 Heavy Cremone Bolt, in 7, 7½, 8, 8½ and 9 ft. lengths.
No. 1055 10-inch Chain Bolt. Reversible and with 5 ft. or 24-in. Chain.
No. 1056 New 10-inch Foot Bolt to match the Chain Bolt.
No. 1252 Extra Heavy Thumb-Latch—New.
No. 1245 Padlock eyes in three sizes: No. 1, 1⅝ x 1 5-16 inches; No. 2, 2⅛ x 1⅞ inches; No. 3, 2¾ x 2 3-16 inches. These padlock eyes may be used with No. 1252 Extra Heavy Latch.
Nos. 1265 and 1257 Heavy Handle or Pull.
All made from Stanley Wrot Steel in japanned or rustproof "Stanley Sherardized" finishes. Ask your jobber or write us for information.

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NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

Canadian Representatives:
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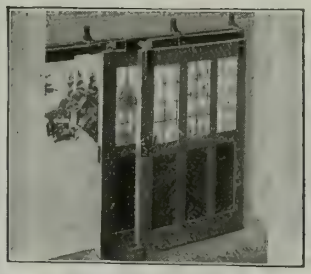
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DELIVERY
QUALITY

GUARANTEED

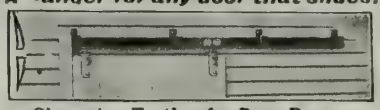
IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER




Parallel Doors for Garage, Drive, Barn or Warehouse

"A hanger for any door that slides."



Angle Door Hangers for Garage or Barn

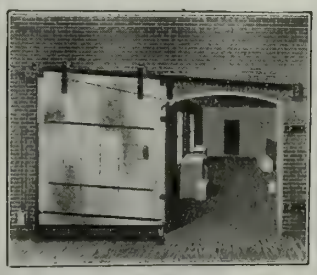
Champion Trolley for Barn Doors.

ARE YOU A MEMBER OF THE "R-W" FAMILY?
It's growing fast!

Fire Door Hardware. All Kinds.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.

Folding Door Hangers for Schools




WIRE NAILS

"FROM ORE TO FINISHED PRODUCT"

Dominion Iron & Steel Company, Limited

Head Office and Works:
SYDNEY, N. S.

Branch Sales Offices:

MONTREAL
112 St. James St.

TORONTO
18 Wellington St. E.

QUICK DELIVERY FROM STOCK

The

UNIVERSAL Lunch Box



For those who eat luncheon away from home

No. 20 Tan Finish.	Brass Trimmings.	$2.50
No. 320 Black Finish.	Nickeled Trimmings.	2.50

The man or woman in the shop, in the office, in the open—the child in school—the autoist and all others who desire the comforts of a home-cooked meal.

Each UNIVERSAL Lunch Box is equipped with a UNIVERSAL Vacuum Bottle which is guaranteed to keep liquids hot for twenty-four hours or cold for seventy-two hours. A feature of this bottle is the metal spring bottle container and shock absorber which hold the bottle firmly in place and reduce the possibility of breakage to a minimum.

Another feature of great importance is the free circulation of air through the box when closed. This is made possible by a number of air vents in the top and sides. This constant circulation of air keeps the food fresh and wholesome and the lunch box sweet and clean.

UNIVERSAL Lunch Boxes are attractive in appearance and strong and durable in construction—built to stand long and severe usage. Made of heavy tin finished either in black or brown. Nos. 20 and 320 have two additional aluminum food trays, 4⅜ inches square by 1¾ inches deep.

UNIVERSAL



For prices, write to your jobber or direct to us.

Landers, Frary & Clark

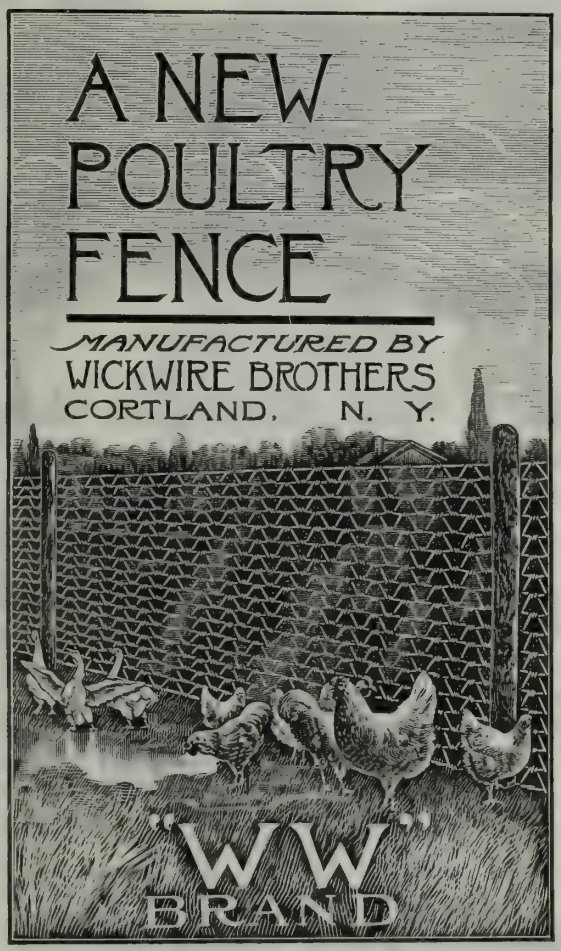
NEW BRITAIN, CONN.

No. 10 Tan Finish.	Brass Trimmings.	$2.25
No. 310 Black Finish.	Nickeled Trimmings.	2.25

Wickwire Brothers' products are the standard of the world by which all other makes are judged.



Poultry Netting
½ inch to 2 inches
All standard widths



Poultry Fence
1 inch and 2 inch
All widths 24 inches to 72 inches.



Wire Cloth
Galvanized,
Painted Black,
Painted Green.
All widths.

LEWIS BROS. LIMITED

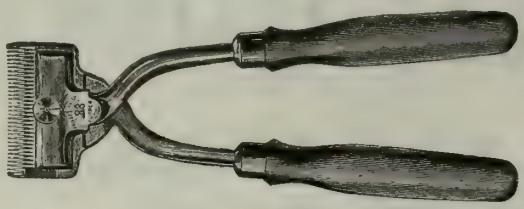
MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

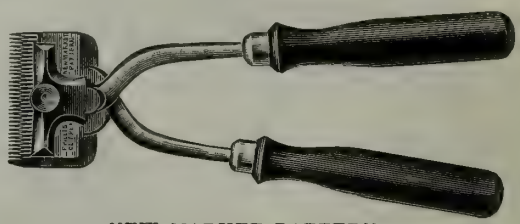
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

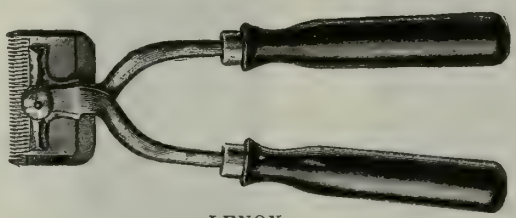
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

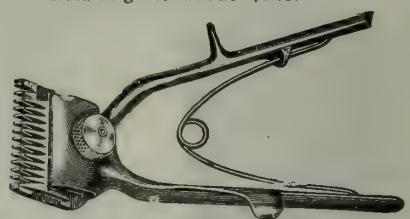


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



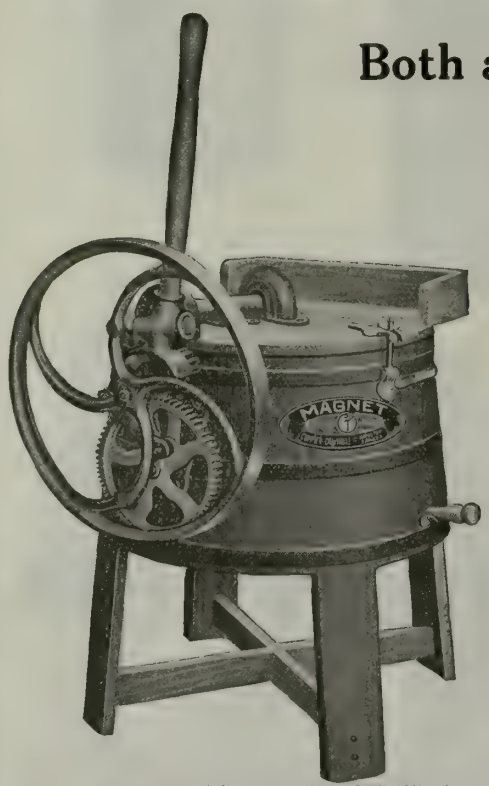
Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

New Machines with an Old Trade-Mark

Both are Cummer-Dowswell's



Always use C-D Wringers with C-D Washers. The Combination gives Unequalled Results.

The "MAGNET" is one of the easiest running and most convenient to operate hand washers of the many we have produced. It can be operated sitting or standing. The mechanism is attached to side of tub (instead of cover), and can be belted to either gas, gasoline, steam engine, windmill or electric motor power without any change to gearing. Cover can be lifted without removing belt or stopping power.

The "NEW CENTURY JUNIOR" is a swinging tub hand washer built on the well-known and time-tested NEW CENTURY principle, but without a rod up through centre, leaving nothing inside the tub but two rubbing boards.

Both have the same perfection in construction, materials, easy running and lasting qualities that have made our products known and used from Halifax to Vancouver.



CUMMER-DOWSWELL, Limited

HAMILTON, ONT.

Imperial Measures

Many of your farmer customers would buy these Measures if they saw them in front of YOUR store. Set them up like this and get your share of this business.



SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

IMPERIAL CARBIDE



A NEW AND BETTER CALCIUM CARBIDE

MADE IN CANADA

in the largest and most modern carbide factory in Canada.

Uniform quality—Highest gas yield.

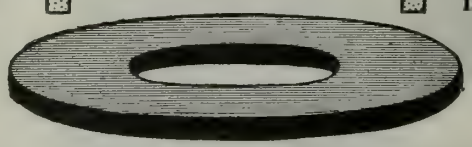
Write for information to

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

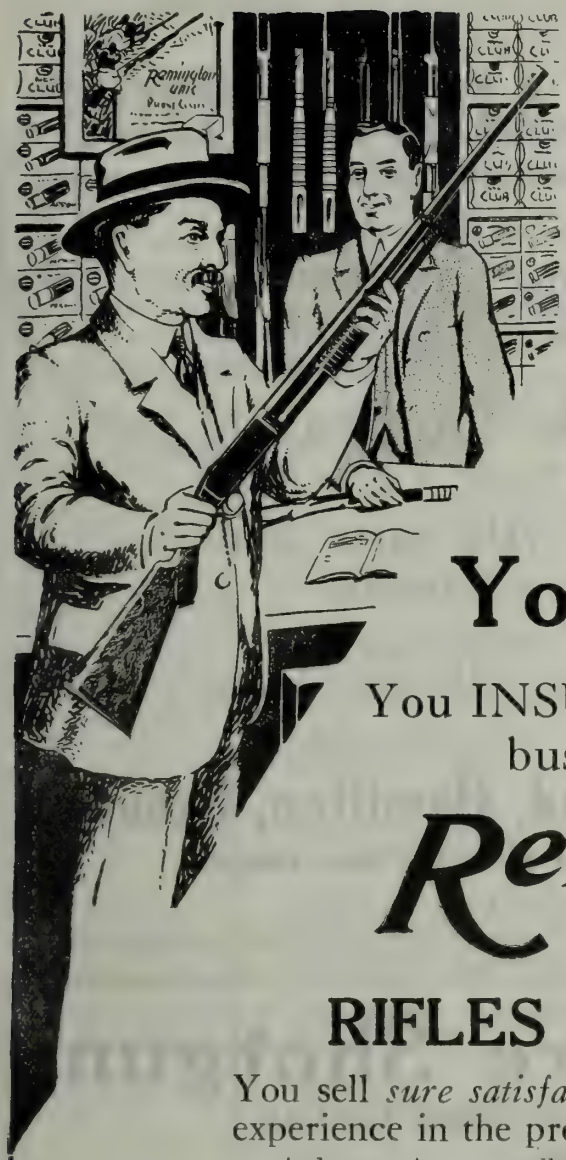
Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

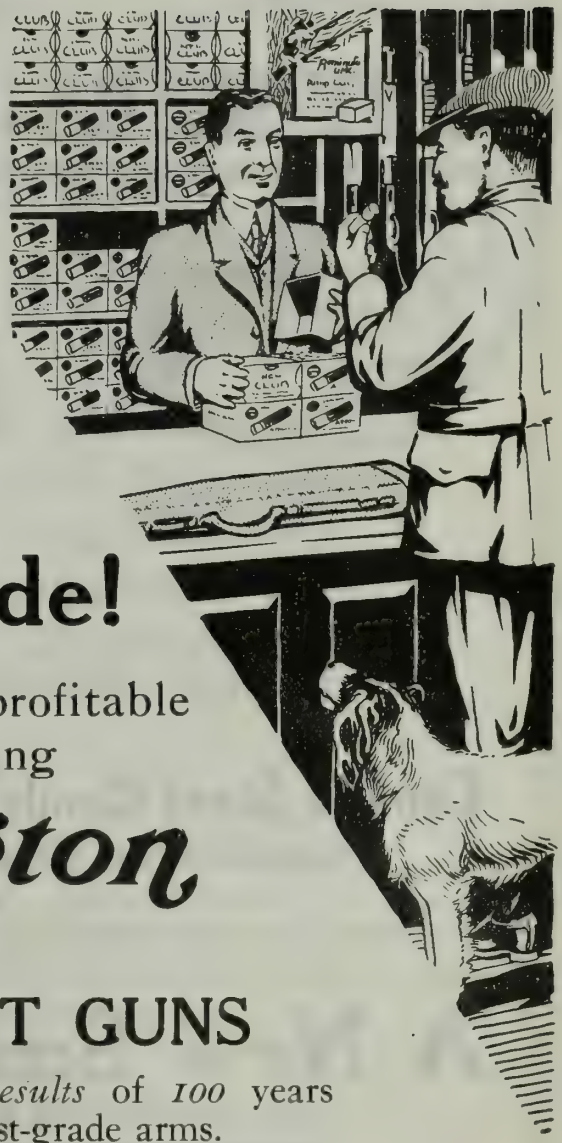


SPORTSMEN'S HEADQUARTERS

REMINGTON UMC

TRADE MARK

FIREARMS & AMMUNITION



Insure Your Trade!

You INSURE future profitable business by selling

Remington UMC

RIFLES and SHOT GUNS

You sell *sure satisfaction.* The *net results* of *100* years experience in the production of highest-grade arms.

And every Arm you sell is an inducement to the buyer to use Remington-UMC Ammunition in that arm.

Like Remington-UMC Shot Guns and Rifles, Remington-UMC Ammunition is **Right.** Each Cartridge is gauged in the arm for which it's made. And there's "A Bird In Every Shell."

If you want to hold the cream of the Sportsmen's trade — win it with the REMINGTON-UMC Line.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

LONDON, ENG. (Contractors to the British Imperial and Colonial Governments) NEW YORK, U.S.A.

WINDSOR, ONTARIO

REMINGTON UMC

REG. U.S. PAT. OFF.



REMINGTON UMC

REG. U.S. PAT. OFF.

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

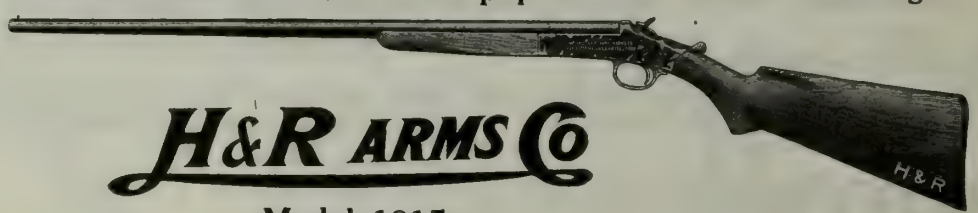
Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U. S. A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

THE STEEL COMPANY OF CANADA LIMITED

FIRST QUALITY



The store that sells first quality products will always be remembered and sought after when the next purchase is made.

The satisfaction derived from seeing our customers prosper gives us encouragement to continue producing a first quality line of products.

We manufacture and guarantee our

Wire,
Wire Nails,
Staples, Tacks, Shot,
Wood and Machine Screws, Rods,
Bolts and Nuts, Rivets and Burrs,
"Tiger" White Lead, "Invincible" Fencing,
Wrought Pipe, Lead Pipe, Iron and Steel Bars,
Carriage Top Material, Pole Line Hardware,
Boot Calks, Bright Wire Goods,
Corrugated Fasteners,
Bale-Ties.

SALES OFFICES

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN, N.B.	HALIFAX



THE "STERLING" WASHING MACHINE

Made of galvanized iron—Rust-proof. Hard on dirt—Easy on clothes. Very strongly built. The legs are made of band steel—Japanned black, and are absolutely rigid. The only wooden parts are the handles and the wringer attachment board. The red band around the body gives it a very attractive appearance. Nothing to get out of order.

Made in one size only—Height 37½", width 25", depth 24½"—shipping weight 95 lbs.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

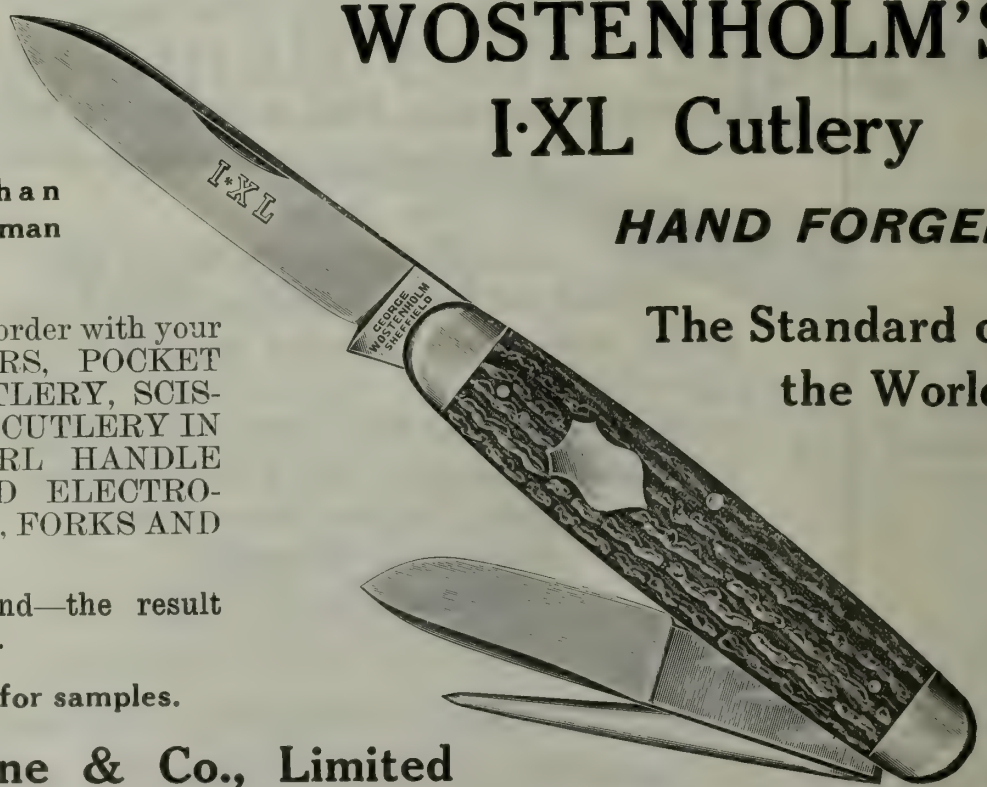
QUALITY AND PRICE

that will more than replace former German lines.

WOSTENHOLM'S I·XL Cutlery

HAND FORGED

The Standard of the World.



When placing your order with your jobber for RAZORS, POCKET AND TABLE CUTLERY, SCISSORS, CARVERS, CUTLERY IN CABINETS, PEARL HANDLE DESSERTS, AND ELECTRO-PLATED KNIVES, FORKS AND SPOONS

Specify I.XL Brand—the result will be better profit.

Ask your jobber for samples.

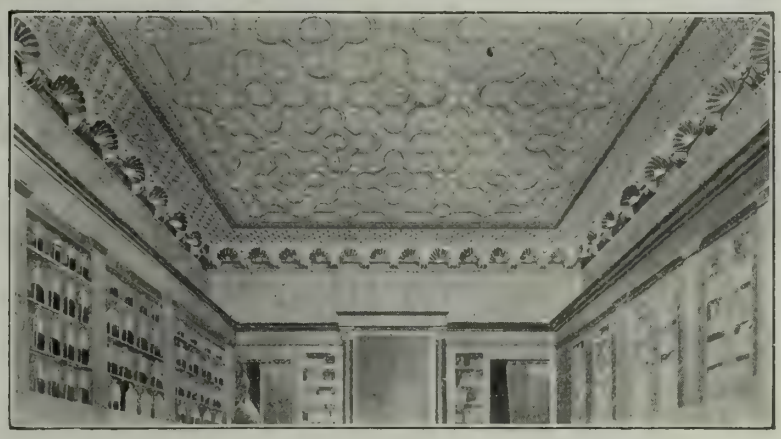
A. Macfarlane & Co., Limited

MONTREAL

Canadian Representatives

1975A—Pocket Knife

Metallic Ceilings



Metallic Walls

Three stores out of five need them—

Take a pencil and jot down the names of the merchants in your town whose stores need brightening up with Metallic Steel Wall and Ceiling Plates. The number will surprise you. Then write and ask us for sufficient advertising matter, with your name imprinted, to distribute to these prospects. You hardware men and tinsmiths should go right after this business. There is big money in it. We help you get the business. Write us to-day for illustrated selling helps.

The Metallic Roofing Company, Limited

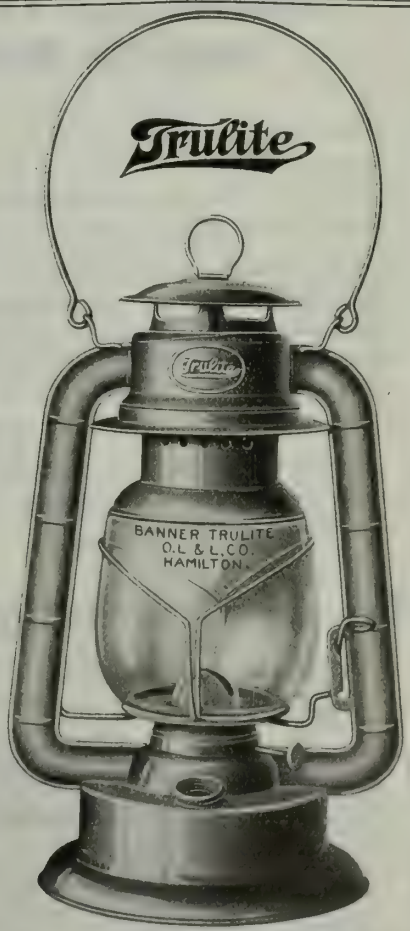
TORONTO Manufacturers WINNIPEG

Trulite

SAFETY FIRST

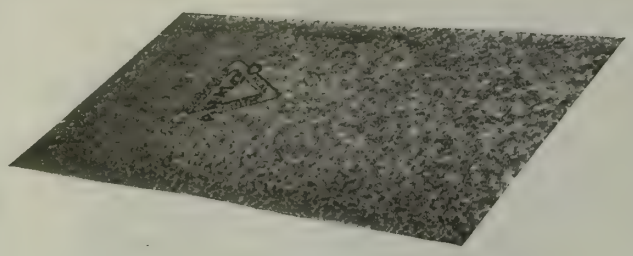
Last and always when you purchase Trulite

The Lantern of Excellence



Ontario Lantern & Lamp Co., Limited

HAMILTON



The Fight for Durability

Chapter XV.

The art of galvanizing and producing an iron best adaptable to this purpose is brought to perfection in our process.

In the first place the purity, elimination of blow holes and defective bars and proper annealing, present the best possible sheets to be galvanized.

It is not generally known, but the pickling process has a tendency to cause iron and steel to absorb hydrogen gas.

All Armco sheets are thoroughly soaked to overcome and entirely dissolve this dangerous element.

ARMCO IRON
Resists Rust

The greatest of all advantages in galvanizing Armco-American Ingot Iron is that this pure iron will dissolve less than one-fourth as rapidly in the molten spelter as will steel.

The spelter coating applied to Armco-American Ingot Iron is therefore exceptionally pure, containing one-fourth the amount of dissolved iron found in steel galvanizing. Our close inspection eliminates all defective galvanized sheets due to stickers, oxide spots, salammoniac spots, heavy metal, etc.

From the standpoint of purity of coating and the heavy coating applied there is no equal to Armco-American Ingot Iron

The American Rolling Mill Co.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron, Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis and Cincinnati.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

BUFFALO



Ideal Threshers' Oil

is the most satisfactory oil obtainable for use on bearings of ALL kinds of farm machinery.
Is a straight mineral oil, dark red in color, heavy, but not too heavy to occasion loss of power, or to prevent free flowing.
Is not affected by moisture, or climatic changes, and age will not impair its unequalled lubricating properties.
Is possessed of a very low, cold test, so that it does its work in the cool of the morning equally as well as in the heat of the day.
You will make no mistake in recommending your customers to use Buffalo Ideal Threshers' Oil.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

Hardware Dealers——

An exact duplicate of the ad. below appears in the May 13th and 20th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



BY INVITATION MEMBER OF

NEW YORK U.S.A.

Starrett Combination Set

A Starrett Combination Set is a complete instrument based on the original combination square invented and patented by L. S. Starrett. It combines on one grooved blade or rule three sliding heads as follows: A square, a protractor, and a center head.

Where Used

The tool may be used with any of these heads singly or in combination. It is useful in laying out all kinds of work, especially jigs, dies, etc., and in testing progress as work is done. There is a spirit level in the head of the square and also a scriber for laying out work.

Quality of Graduations

The blades of Starrett Combination Sets are graduated by the special Starrett process, which insures cleaner, sharper, finer graduations than is possible with any other method.

Two Styles

These Combination Sets are made with cast iron heads or drop forged heads, as preferred. The drop forged head is hardened and is more durable but is also more expensive. The graduations on the blade are metric or English, as preferred.

Sizes

The tool is made in the following sizes: 9″, 12″, 18″, and 24″, with prices from $3.75 to $5.75, depending on size and style.

Send for free catalog No. 20M.A.

The L. S. Starrett Co., Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

New York London Chicago

42-450

Starrett Tools

The Standard Instruments of Precision

SAVE $150.00

You want to buy in carload lots of course. That is the only way to buy if you are doing business in a big way.

But this does not mean that it is necessary to buy a carload of roofing, a carload of wall board and a carload of building papers all at one time.

For the average dealer this is making too much of an investment. It is tying up a lot of money for the whole year. It is not necessary for you to do this. Buy your roofings, your wall board and your building papers from us, and let us ship you a mixed carload. On these three items, for instance, you will cut your investment by two-thirds, and yet will be receiving favorable rates.

It will cost you money to buy your roofings from this man, your building papers from that man, and your wall board from still another.

Lump your requirements together and let us make up a mixed carload for you.

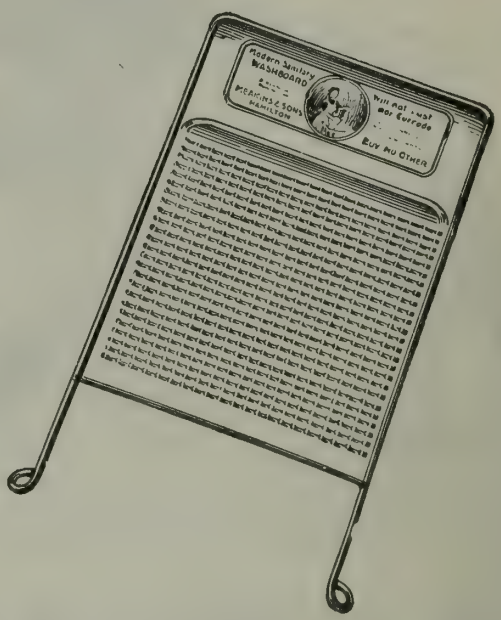
Write for further information to-day.

BIRD & SON, Hamilton, Ont.

(ESTABLISHED 1795)

Montreal St. John Winnipeg Calgary Vancouver

An easy road to bigger washboard sales



Sell the Meakins Sanitary Washboard

They give such good service that the user is sure to come back to you for more. She will recommend it to her friends and neighbors, which invariably means that they, too, will come to you when in need of a new board.

Advantages Over the Wooden Washboard :

One piece, all metal, does not rust or corrode.

No parts to get loose, to scratch the hands. Last much longer.

Perfectly sanitary—dirt has no place to lodge on all-metal.

Order from your jobber; if he cannot supply you, write us.

MEAKINS & SONS, Limited

HAMILTON, ONT.

Warehouses: Winnipeg, London, Toronto and Montreal

MR. DEALER

When you have customers for any of the following goods, you can purchase same from us knowing that you are purchasing from a Western Concern, and that you will get the fairest treatment and the best goods that can be purchased. Keep this page for future reference.

Our goods will be stamped with our registered trade-mark "Jumbo Brand."

WE ALSO MANUFACTURE

"Jumbo" Brand Siding and Roofing

Corrugated Iron, Flashing, Roof Studding, Rock Faced Brick and Stone, Elevator Siding, Lock-joint and Cleat Shingles, "V" Crimp and Weatherboard.

Sheet Metal Building Materials

Metal Lath, Metal Corner Beading, Furrings, Studding, Ventilators, Skylights, Cornices, Finials, Ornamental Ceilings and Walls, Fire-Proof Windows and Doors.

Copper and Zinc Work a Specialty

Cornices, Copper-covered Doors, Windows, Ventilators, etc.

Specialties

Barrels and Tanks of all capacities, shapes and sizes. "Perfection System" Portable Buildings of all kinds, Portable Granaries, Riveted and Nestable Iron Culverts, and Corrugated Well Curbing.

Road Machinery

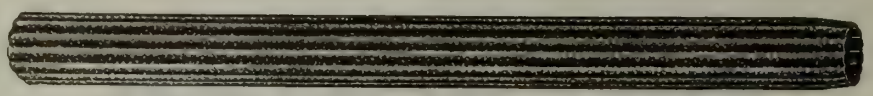
Adams—Leading Wheel—for all purposes.

Estimates given on specifications; also contracting work done in all lines, and special catalogues of any of the above articles mailed free of charge on request.

Winnipeg Steel Granary & Culvert Company, Limited

Head Office, ST. BONIFACE

Factories: Regina, Sask., and St. Boniface, Man.



Our Conductor Pipe is very easy to fit together and never has any split seams, consequently it costs less to erect than the ordinary pipe.

Eavestroughs, Ridge Roll, Valleys, Elbows, Skylights, Vent lators, Galvanized Sheets, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





"ACME" AMERICAN SHEARS AND SCISSORS ARE THE ONES YOU NEED!

WE HAVE BEEN EXPORTING ALL OVER THE WORLD FOR NEARLY 40 YEARS.

The wonderful qualities and low prices of our line of Shears and Scissors will convince you that large quantities can be sold in Canada.

We make the best low-priced Shears and Scissors on the market. Their edges go with them and stay with them. Prompt service.



Our line contains beautiful styles of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc. We can supply samples.

THE ACME SHEAR CO., Bridgeport, Conn., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., LIMITED, MONTREAL, QUE.

OUR NEW W-4 CATALOG, SHOWING NEW STYLES AND IMPROVEMENTS IN SCISSORS, IS READY.

The Dominion Trade-Mark



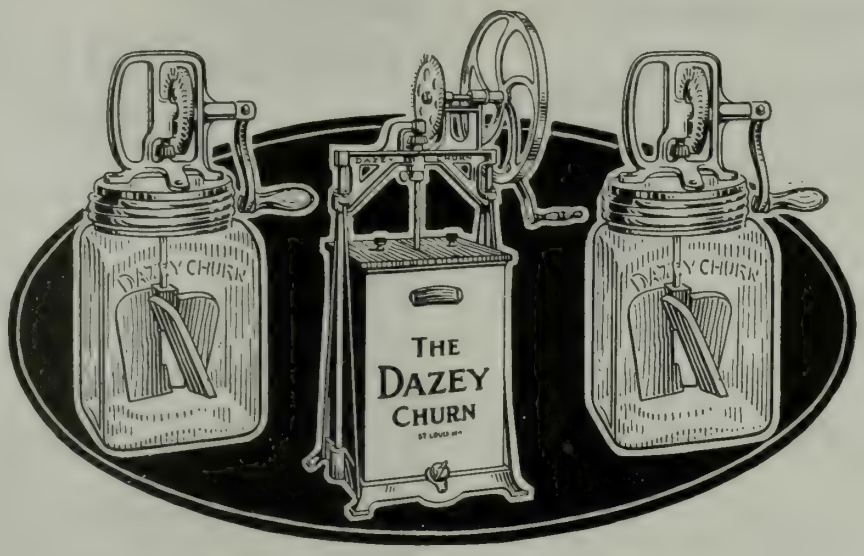
is known to your customers.

Displayed on boxes of cartridges and shot shells on your shelves it is the connecting link between your store and Dominion Cartridge Advertising.

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Dominion Cartridge Co., Limited Montreal



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That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

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WARNE AND CARTER AVES.
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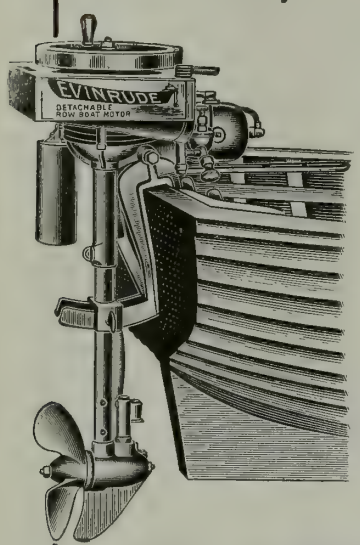
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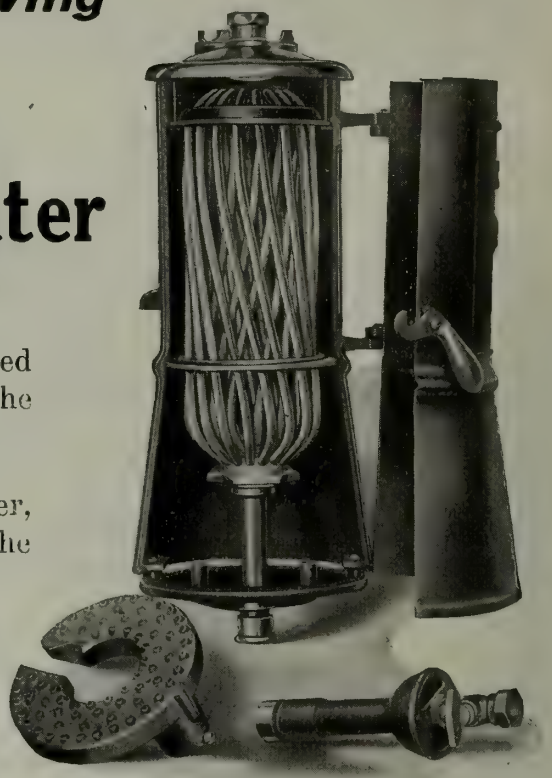
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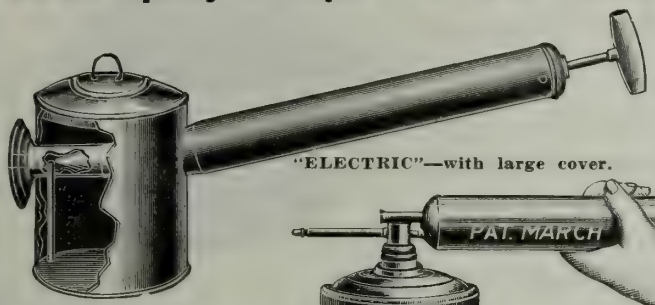
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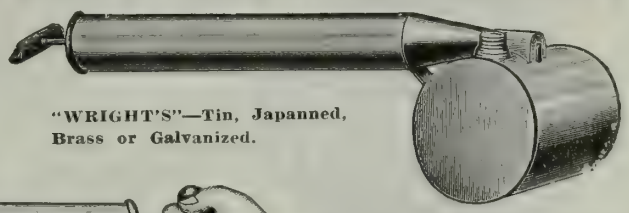
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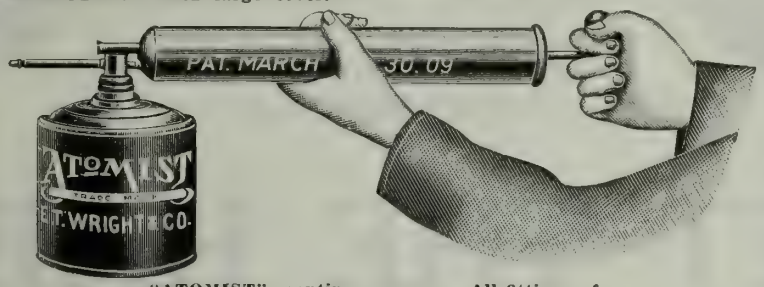
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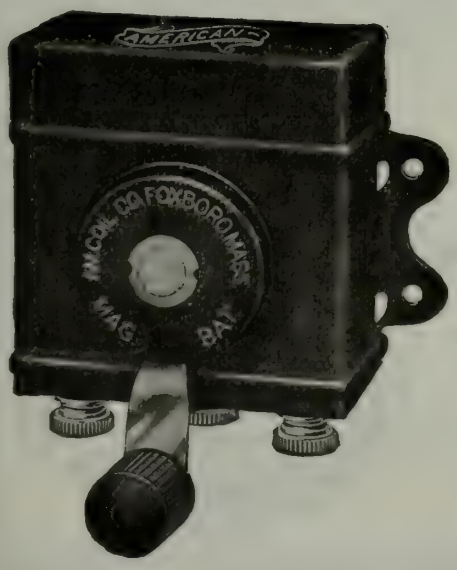
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28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 22, 1915. No. 21

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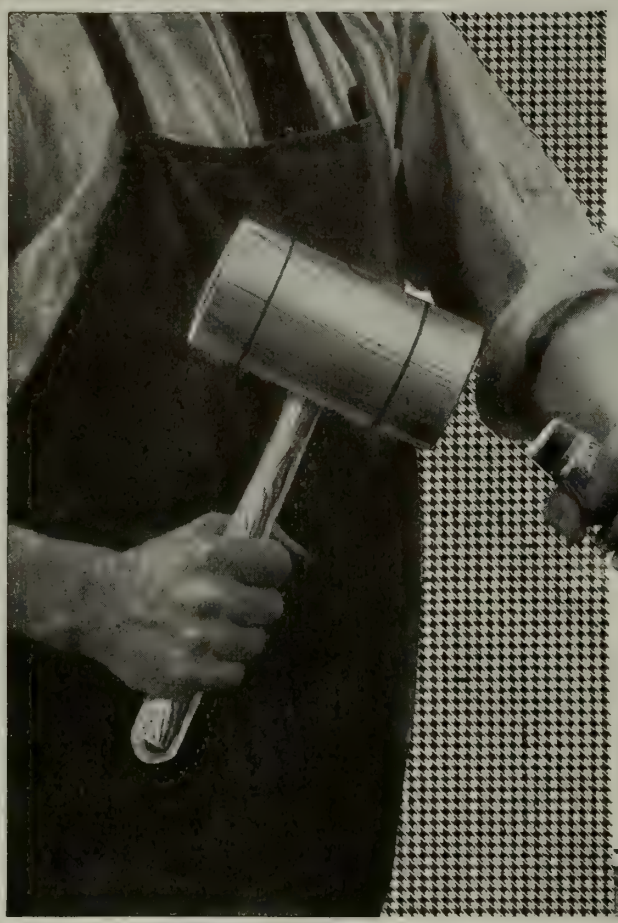
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HARDWARE AND METAL

Vol. XXVII. MAY 22, 1915 No. 21

Canadian Manufacturers' Opportunities

Department of Trade and Commerce Issues Report Dealing with the Possibilities of Increasing Trade with the British West Indies—The Tariff Preference and the Hardware Trade.

THIS week's bulletin issued by the Department of Trade and Commerce, Ottawa contains a vast amount of information which should be carefully studied by Canadian hardware and stove manufacturers, especially those who are interested in export trade. The report of the Trade Commissioner for the British West Indies gives complete details regarding the tariff preference and the hardware trade. About two years ago the department published a report, the purpose of which was to show the value of the various lines of manufactured goods imported into the West Indies which were marked for preference when coming from Canada. Among these lines special mention was made of the hardware trade, and attention was called to such items of hardware as came under the preference. Many articles usually included under this general term are specially listed for preference in the agreement, such as : Agricultural machinery and implements, iron and steel nails, spikes, rivets and clinches; wire—barbed, woven, fencing, and metal gates; machinery (including motor and other engines) steam boilers, electric machinery and electric dental appliances of all kinds; vehicles, including automobiles and motor cars; house, office, cabinet, or store furniture of metal, including cash registers, coffins, caskets and casket hardware; brooms and brushes; lamps and chimneys; cordage; cement; and calcium carbide.

The department has recently received a number of inquiries from Canadian manufacturers with regard to the openings in the West Indies for Canadian hardware and as a result has reviewed the situation in the bulletin issued this week. The total value of hardware imported into all the British West Indies is £1,189,446.

It would appear from correspondence with Canadian manufacturers of stoves that an attempt is being made to manufacture a line of stoves in Canada suited to the requirements of these islands. It has been pointed out in former reports that the kind of stove that finds sale in Barbados and throughout the other islands is small in size and low in price. The stoves are made in the simplest form, without any nickel or other decoration that would tend to increase the cost. One of the popular stoves is made by an American firm and shipped from New York. It is constructed to consume either wood or coal, as all stoves for the West Indian trade should be. It is of cast-iron, plain in appearance, with fire-brick lining, and comes in three sizes: Nos. 6, 7, and 8 of the catalogue of the firm in question. The factory prices are low and the stoves are supplied to customers in the West Indies at from $17 to $26. The dimensions of the stove in the different sizes, are given in the report.

Another popular selling stove is made in Scotland, one of the least expensive sizes of which is sold for $16.50. Another stove, also manufactured in Scotland, is made in two sizes and formerly sold retail at $20 and $22, but these prices have been advanced by about ten per cent. since the outbreak of the war.

Agricultural Implements.

The value under the heading, "Machinery, including implements of agriculture," is the greatest in the list of hardware imports. The machinery referred to is nearly all connected with agriculture, and includes such as is required in sugar mills and rum distilleries, for the preparation of cocoa, and for preparing and cleaning raw cotton.

Next to machinery and agricultural implements the value of the imports of carriages, carts, motor cars, bicycles and tricycles is the largest, amounting to £124,593 annually. There has been a falling off in the importation of carriages since the advent of the motor car. The imports of carts and carriages at the present time is valued at only £21,869, from which a small amount must be deducted, as in the Leeward Islands the classification includes motor cars. Only a few of these latter, however, have been imported into the Leewards. Two-thirds of all the carriages come from the United States, and only a few relatively from Canada, valued at under £1,000. In this field there is opportunity for the extension of trade, as Canadian buggies and such carriages as have been imported of Canadian make have been found to suit the market and have maintained their reputation well.

Builders' Hardware, Etc.

Builders' hardware, carpenters' and cooper's tools and hardware shelf goods which, grouped together, form such a large part of the stock of a hardware store, are included in the customs returns under "hardware unenumerated." It is impossible therefore to give any indication as to the volume of the import in these three classes. It may be stated, however, that all the hardware stores in the West Indies carry a large stock to meet what would appear to be a considerable demand for goods of this kind.

Nails, Screws, Etc.

For nails, screws, spikes and rivets there is, however, a classification in the Customs returns in Barbados, British Guiana, Jamaica and St. Lucia, showing an import amounting to £13,934 for these four colonies, of which Canada supplies £1,894, chiefly in nails. It is probable that the total import for all the colonies of nails, spikes and rivets would be in the neighborhood of £20,000, and the proportion for Canada would be greater than mentioned above, as the Leeward Islands and Trinidad import quantity of Canadian nails. The United States, however, has the principal trade.

Carpenters' tools are also imported from the United States. The United States manufacturers have been able to

(Continued on page 31.)

Saskatchewan R.M.A. Convention

Report of the Retail Merchants' Association of Saskatchewan, Convention Held at Saskatoon Last Week—Members Tell of Benefits Secured Through Membership in Association.

Special Staff Correspondence.



Scene in Saskatoon and Vicinity.

WITH a swing the Convention of the saskatchewan Branch of the Retail Merchants' Association of Canada, opened Tuesday afternoon, May 11 in the Sherman Theatre, secured for the meetings by the Saskatoon hosts. Addresses of welcome were given by His Worship Mayor Harrison, Dr. Murray, president of the University of Saskatchewan, Malcolm Isbister, Esq., president of the Board of Trade, and C. T. Woodside, president of the Saskatoon Branch of the Association. These addresses were suitably replied to.

After the replies were made an immediate plunge was made into the business, President Maybee making his report: "I want to speak to you as a business man to business men," he said, "and should you have any doubts as to the value you are getting for the investment of your fees in this Association I want you to have those doubts dispelled before leaving Saskatoon. I want you to feel that you are not only getting an equivalent for what you are paying, but probably the greatest value you ever got from any investment you ever made."

Mr. Maybee frankly confessed he had hesitated, when last year he was asked to allow his name to go before the Convention for the position of president. He then had, as he said, little faith in the organization, a fact which had no sound or logical basis. As he learned afterwards he knew nothing of it at all. Since taking office, however, he had realized the immense possibilities for good there were in the Association and was proud to be connected with such an organization. Mr. Maybee explained that soon after his appointment he went as Provincial delegate to the Dominion Convention at Toronto where he learnt the valuable service the organization is rendering to the retail merchants of the Dominion, incidentally mentioning the fight put up by the Association for doing away with the trading-stamp system.

Reviewing the work of the Provincial branch, Mr. Maybee explained how, by reason of the representations of the Association, retail merchants are exempt from the effects of the Provincial moratorium imposed by the Government in consequence of war and other conditions; and that merchants are as free as ever they were, to collect any accounts owing to them. The Small Debts Act was a piece of legislation for which the Provincial organization was responsible, and though as placed upon the statute books of this Province it is not as satisfactory as the exact measure we asked for and wished, still amendments are already before the Government, with every prospect of becoming law in a few weeks, which will make it a most satisfactory medium for the collection of debts to the value of $100. In connection with bankrupt stocks we have come to an arrangement with all the Trust Companies operating in the Province, whereby such stocks are reported to us before being offered for sale, and the local merchants are given an opportunity of purchasing these, and so avoiding cut price sales to the detriment of the regular trade. An attempt is being made to have legislation passed whereby absconding debtors will be able to be brought back and made to settle accounts in the place they were contracted, also to have an alphabetical list of property owners kept at the Registry offices to facilitate the locating of property belonging to any individual.

In dealing with the Credit Reporting and Credit Rating systems of the Association Mr. Maybee explained what a benefit they are to those merchants who are using them, saving them many hundreds of dollars in the course of a year and collecting many accounts which had practically been written off the books of merchants as uncollectable. "There is no need to pay exorbitant fees to collection agencies when our own association possesses the power in this direction that it does. Every dollar collected is returned to the merchant.

Legislation is being sought at the present session of the Provincial House making accounts for necessaries of life preferred claim against an estate on the lines of the "Food and Supply" Bill of South Dakota.

Speaking of the attitude of the retail merchant towards the farmers co-operative movement, Mr. Maybee explained how heartily he was in sympathy with the ideals of the Grain Growers' Association, and how necessary it was for us in the Province of Saskatchewan to consider the farmer, without whom there would be no province. He cautioned his hearers to be perfectly fair in their criticism of the co-operative movement, and to deal with the subject so far as is affected them in a perfectly frank and open, but fair-minded manner. Then,

no doubt a solution of the problem satisfactory alike to the retailer and the farmer would be found. "The farmer realizes that the retailer is necessary and that he has already made a great mistake in the development of the co-operative movement on the lines it has taken —the trouble is to know how to get out of the difficulty into which he has got.

In closing Mr. Maybee expressed his gratitude to his colleagues and staff for the work they had done during the past year and had no hesitation in saying that the Saskatchewan branch of the Association was the most progressive Provincial in the whole Dominion.

Secretary Raymond then read his report of the year's work, which dealt very fully with the business of the Provincial Office and Organizing Staffs. There are at the present time upwards of 150 local branches of the Association in the Province with an approximate membership of 2,000.

Mr. Raymond advocated the payment of local secretaries claiming that this policy would amply repay the outlay necessary to maintain it in more effective work of the local for the benefit of its members.

Provincial Treasurer Hutchinson read the Treasurer's and Auditors' reports which showed the Association in a satisfactory condition financially. He however, explained that a small addition to the annual fees would assure the stability of the organization and enable one or two extra activities to be undertaken. It was arranged that the subject should be discussed at an early session.

Taking it all in all perhaps the most important single question was that relating to the introduction of a mutual fire insurance company as a branch of the association. Such action was not definitely decided upon, but the way was paved, and it is probable that before the next gathering is called there will be a call for stock subscriptions.

Seem to Miss a Point.

In the resolutions presented many vital points were introduced. Strangely enough the resolution which asked that the selling of lists of names by postmasters, be made illegal, was passed over almost unnoticed. The delegates did not see in this a great advantage for their arch enemy the mail order man. They rather seemed to feel that if the post master could get a cent a name—why he probably wasn't overpaid otherwise and was entitled to it.

A feature of the convention proved to be the addresses on salesmanship and costing, delivered by Prof. Paul H. Nieстrum. A theoretical man is Dr. Niestrum, with a practical grounding and wide experience. He had some vital suggestions to make.

Those who attended the convention—who think of the absolute accord evidenced by those present, and of the volume of work accomplished — know that much of the credit goes to the president, G. A. Maybee, of Moose Jaw. It was almost a foregone conclusion that he would be re-elected. The question was would he accept. Very much the same was true of the other officers. All seemed to want the same heads. The elections, therefore resulted as follows:

Next Year's Officials.

President—Geo. Maybee, Moose Jaw.

Vice-president—W. W. Cooper, Swift Current.

2nd Vice-president—H. D. Macpherson, Regina.

Treasurer—J. L. S. Hutchinson, Saskatoon.

Secretary—F. E. Raymond, Saskatoon.

In his own way Mr. Maybee thanked the delegates. "I'm opposed to swearing," he said, "I wish some one would swear for me."

"We'll swear by you," came the reply, and the applause was deafening.

Swift Current and Regina fought it out for the honor of entertaining the convention in May, 1916. Regina won, because it was considered easier of access for the great majority. The people of Regina will have to plan well in advance if they intend to make the retailers as happy as they were at Saskatoon. The local association had done everything to provide for the comfort and entertainment of their fellow retailers. The climax, however, was reached at the banquet tendered the visitors Wednesday night. Until after one o'clock the festivities were continued—yet business started at 9'o'clock Thursday morning. As President Maybee said, in reply to a remark of B. W. Zieman, the "Dominion head. "In Saskatchewan we don't care if we never go to bed, so long as we get up on time."



W. W. COOPER, Swift Current.
General merchant re-elected first vice-president of the Saskatchewan Association.

A Hopeful Prediction.

At this banquet a significant prediction was made by F. Maclure Sclanders, commissioner of the Saskatoon Board of Trade. "In 1913," he said, "money received from the crops averaged $185 per capita of the provincial population. With only a fair crop this year, considering the extra acreage, and the high prices sure to obtain, I expect to see the crop revenue for Saskatchewan, from $600 to $700 for every person in this province.

Everyone Needs Everything.

"When this war is over there will be a huge volume of business done. Everyone needs almost everything now. I feel confident that this fall will see a big business done. In 1916 I feel there will be a big year, but 1917 in my opinion will see the greatest movement this Dominion has ever known."

THE RESOLUTIONS

TO the end of securing a more satisfactory arrangement with regard to retailing gasoline and oil, a committee was appointed to meet with some oil men. The committee evidently determined this was a question which should be threshed out openly, hence they brought Mr. McTavish, of Saskatoon, representing the Imperial Oil Company, on to the platform.

The dissatisfaction arises from the fact that the oil business is not left in the hands of the hardware and general store men. Oil is sold, all admitted, to the farmer and the city man too. Mr. McTavish, however, advised the delegates that gasoline and coal oil are never sold in less than barrel lots, though lubricating oils are sold to farmers and others in 5-gallon lots.

It was objected that this did not stop the small buyers getting goods wholesale, as one man would buy a barrel and sell it out to others.

If you'll report such cases, said Mr. McTavish, we'll act. It comes under the Pedlar's Act.

Mr. Maybee thought this trouble would effect its own cure. He told of one grain growers' group of five ordering a barrel. The first three were all right. The last two found only the barrel when they came to get their share.

No decision was reached, but unquestionably better understanding resulted

from the conference, and the president announced that the executive will take up the matter of giving the retailers better protection with all the oil companies.

Postmasters and Mail Houses.

In some manner the resolution aiming to forbid postmasters selling lists of names which, by reason of their position they are able to get, did not command very close attention.

There is no law at present forbidding this, said some.

"Do we want to stop this practice?" inquired Mr. Maybee. "Where are we to get lists if we should want to circularize?"

"Well," said Mr. Tedford, "if the postmaster is permitted to give these names, why not make it compulsory for him to give these lists when asked? Then Bill Jones would be able to get what Jim Smith could."

That the mail order houses are getting their names for cataloguing through the postmasters all seemed to agree. "But," as one said, "if they don't get their names that way they will in some other," so good-naturedly they let the resolution drop.

B. C. Fruit Man There.

Following along the line of co-operative buying was the proposal brought from British Columbia by J. M. Toombs. Mr. Toombs represented the Salmon Arm Produce Company of the Pacific Province—an organization of fruit farmers who have united in the hope of getting better prices. The action, Mr. Toombs pointed out, was rendered necessary by reason of the buying methods of the co-operative stores.

A good many questions were asked, making it seem that the B. C. men will find a good demand coming from the Saskatchewan local association.

Resolution re Drafts.

"That this convention is opposed to the minimum charge of 50c on notes or drafts that are discounted, in addition to the exchange. Each list of discounts put through bank by any retailer should be discounted at legal rate of interest on total amount of discounts, with a minimum of 50c on the total discounts."

This resolution brought very favorable comment. It was enthusiastically passed, the executive promising to waste no time in going after the needed redress.

After voting in support of the Dower law—voting without a moment's delay when Mr. Maybee explained this to be simply a law which protects a wife's interests, prevents the husband selling his home without his wife's consent—a discussion arose on the Grain Growers' Associations.

Throughout the convention the question of the Grain Growers and their plans continually arose.

Farmers and Retailers.

President Maybee brought out the fact that last fall the farmers had owed merchants vast sums, taking the debts in bulk. He told of a deputation of retailers waiting upon the Provincial Government, and how they had urged the Government to do every mortal thing to assist the farmer with his regular work. "We went further," said Mr. Maybee. "We said if the farmer wants to go into the store business, all right, but let them do so on the same basis as we do—with their own brains, their own capital. We'll never stand for the Government of this province go-into into the store business in opposition to us."



J. L. S. HUTCHINSON,
of the Saskatoon Hardware Co., Saskatoon, Sask.

There were evidences of satisfaction at this, evidences which became more evident when Mr. Maybee quoted Premier Scott as saying "the Government had not the slightest intention of lending money to help the farmers go into the retail business."

An Important Difference.

Another thing Mr. Maybee had to say re co-operative societies: "They are a success in Manchester and Liverpool, where men get their pay envelopes once a week. Here they get it once a year."

Also it was urged that the farmers' co-operative societies have no charter which permits them to sell retail. They only can supply their members.

Talk of the wholesalers supplying these co-operative societies followed. Mr. Maybe paid tribute to the jobbers in this connection, saying they had been very fair. "But," continued the president, "I don't think there is any need for us to take action against these farmers' associations. There's no use shooting a man if he is going to commit suicide."

A resolution aiming to have the minimum car load of flour reduced from 40,000 lbs. to the old 30,000 lbs. received hearty endorsement.

Following a resolution urging the executive to take such action as would enable the buying of goods on the same favorable terms enjoyed by some mail order houses and the Grain Growers, a discussion took place on barb wire.

Mr. Tedford, of Mortlake, told of figuring on wire for a farmer. He figured close, but the farmer said he could buy $100 better by mail—that was about 25 per cent. better. Mr. Tedford wanted to know why this could be.

Another dealer offered the explanation that the mail order house had probably bought before the rise in wire, and thus was enabled to undersell.

A resolution to raise the fees from $10.00 to $12.00, with no rebate to the locals, was quickly approved, as was also the following resolution:

That this convention go on record as being in favor of the inspection fees for Weights and Measures being paid from the consolidated revenue of the Dominion of Canada, the same as Customs Houses are paid to-day.

Entire approval also was evidenced for this resolution:

That the rate be so raised that the Parcel Post shall become self-sustaining, and shall not in any way be a drain upon the revenue of the country.

The next resolution read as follows:

That the executive act in conjunction without Attorney to get a proper Garnishee Act in force, as outlined in Judge Doak's letter.

"This," said the President, "simply aims to get a workable garnishee law in Saskatchewan. We can get judgments now. But what we want is a law which will enable us to get a percentage of the money a debtor earns—a law which makes it impossible for evasions by his getting paid daily and other subterfuges. The resolution at once passed

Bankers, from time to time, give advice to the merchants, as evidenced by the following resolution it will be seen the merchants of Saskatchewan have it in mind to return the compliment;

That the Canadian bankers Association be represented to give every consideration to complaints received from any district with reference to the management of the bank in that district, and that each local secretary of the Retail Merchants' Association be requested to bring any specific cases to the notice of the Association.

In explanation of this resolution, which was approved, the chairman of the Resolution Committee stated that

cases arise, from time to time, where a bank manager refuses credit to a man merely because of personal animosity. It was felt that the facts, in such cases, would only need to be presented to the bank's head office officials to effect the necessary relief—providing the banks were expecting to receive such information.

Great difficulty is experienced by dealers generally in determining if a man is entitled to credit. To enable the dealer at least to know a part of the wordly goods—if any—of which this man is possessed, it was resolved:

That the names of all property holders be arranged at the Land Titles Office alphabetically.

Evidently this may be expected to bring another benefit, for, from the testimony of many retailers, there has been an amazing freedom in registering judgments against titles. As one dealer said: "The same judgment might be—and has been—registered against several titles. Any name that is even similar was subject to this registration.

Mr. Buhler told of difficulty in making a transfer which he had experienced because the judgment served on a man named Buller had been registered on his, Mr. Buhler's, title.

Another resolution which met hearty approval was this:

That it be recommended to the Convention that retailers generally adopt a policy system of ordering goods from wholesalers or manufacturers.

This, it was felt, would ensure the dealer getting what he ordered, exactly in the way—and on the terms—he expected. It would remove the possibility of misunderstanding.

CANADIAN MANUFACTURERS' OPPORTUNITIES.

(Continued from page 27.)

meet the requirements in certain lines of these tools, which comprise planes, felling axes, hatchets, cheap hammers, braces and bits, screw drivers, etc. Some of the same articles, different in shape, are imported from the United Kingdom, such as chisels, planes, hammers, gimlets, augurs, and screw drivers, while a number of other sharp-edged tools come from the United Kingdom, being found to suit the market.

In looking over some of the hand tools in Barbados and Trinidad, it would appear that Canadian manufacturers might secure a better share of the trade in these goods, as their general appearance and price are much the same as found in hardware stores in Canada.

Japanned and Enameled Goods.

The various lines of japanned goods, such as bird cages, water cans, steel trunks, water coolers, dust pans, and a large variety of smaller japanned articles of cheap grade, are imported from the United States. Enameled ware, in heavy and light lines, principally cast-iron enamels, is for the most part English. Previous to the war a large quantity of enameled ware was imported from Germany through English houses. Inquiries are now being made for new sources of supplies in place of Germany. Prices in the United States have been higher than in Germany, and it would be well, states the report, for Canadian firms making enameled ware to look into this matter and get in touch with hardware firms in the West Indies.

Galvanized Iron Roofing, Buckets and Tubs.

There has been an attempt by some American and Canadian firms, to introduce into the West Indias various patent roofing materials of asphalt, ruberoid and other compositions, and though these patent roofings have on a few occasions been used on new buildings, the experiment has invariably proved a failure. The only roofing that will last in the tropic appears to be either wooden shingles or galvanized iron. This latter is gradually gaining its way, and is found on nearly all the principal buildings in the larger cities of the Islands. Most of this galvanized iron is corrugated and comes chiefly from England, with a small quantity from the United States. These sheets run 6, 9 and 9 feet long, with 8 by 3-inch corrugation, making a width of 2 feet. The price is 5 to 6 cents per square foot according to weight, and the sheets stocked are generally from No. 24 to 28 gauge. Galvanized iron is also used here for fencing and inclosures.

Galvanized buckets and tubs only are used in the West Indies. There are no wooden tubs or pails imported, though some are made locally from the staves of old oak molasses puncheons. Galvanized buckets run from 34 to 60 pounds to the dozen in sizes from 10 to 15 inches diameter at top. The 10-inch bucket retails for 9d., the larger and heavier buckets from 2s. to 3s. Sizes 12, 13, and 14-inch are the most saleable. A limited number of bath and wash tubs of galvanized iron is also imported.

Cement.

The total value of the cement imported, as will be seen in the table, amounts to £62,349, the largest demand coming from Trinidad and Germany, these together supplying about two-thirds of the whole. Great Britain supplies £39,759 and Denmark £10,905. A relatively small quantity only is supplied by the United States, and practically none by Canada.

Miscellaneous.

Tinware.—Throughout the Islands the supply of tinware is of local manufacture. The stores keep a full stock of waterpots, pans, cans, in tin, and supply the local tinsmith with his necessary stock of sheet tin, which comes from England.

Scales.—The weighing scales generally in use are English and American, but it is said that the English makes are not as good a value as the American. Fairbanks scales are seen in most of the stores.

Lamps and Lanterns.—A very large quantity of lamps and lanterns is generally stocked, as only in a few of the large towns is there any lighting other than by oil. Kerosene stoves are also used to some extent. Speaking generally, the bulk of the articles sold in these lines is of a cheap grade. Before the war a considerable quantity of lamps and lanterns came from Germany, but at present most of the trade appears to be with the United States.

Refrigerators.—There is a large sale for refrigerators and ice boxes. Most of the latter are made locally. The refrigerators imported are the American or Canadian patterns. A small number come from Canada and might be greater if the trade were pushed.

Mowing Machines.—There are several makes of lawn mowers in use. When it is remembered that in every month of the year the lawns require to be cut, it is quite evident that a large number of machines are needed. Higher priced machines are imported from the United Kingdom, while the cheaper grades are imported chiefly from the United States. There is a considerable demand for lawn hose and the necessary brass couplings, etc.

The report states that the bulk of hardware under the general head of "unenumerated" is supplied by Great Britain. A certain quantity comes also from the United States. Canada has but a small share under this head. There is, however, undoubtedly a field for the extension of Canadian trade in builders' materials, carpenters' tools, and wire fencing and gates, as more wire fencing is being used than formerly. In rope and cordage Canada has worked up a valuable trade, which however may be extended, and the same may be said of brooms and brushes, paints and colors. In heavy hardware, consisting of sheet and bar iron, lead, copper and zinc, chains, galvanized roofing, etc., the trade is with the United Kingdom, and there is no prospect at present of Canadian firms extending their trade in these lines. There is no reason why, however, such articles as carriage materials, fancy shelf and electrical supplies might not be imported in larger quantities from Canada.

Manufacturers wishing further details can secure same by writing to Hardware and Metal or the Department of Trade and Commerce, Ottawa.

On the Mercantile Firing Line

Address on Salesmanship by Professor Neystrom Before the Saskatchewan R.M.A. Convention—How Ideas Get Into Peoples' Minds—How Sales Have Been Lost.

So much has been said and written of salesmanship—so varied have been the angles from which the subject has been treated, that dealers perhaps become impatient at times, feeling the men who write and speak are theorists, not men who have seen service on the mercantile firing line. No such feeling prevailed when Paul H. Neystrom, Professor of Political Economy at the University Minnesota, finished his address at Tuesday evening's session of the Saskatchewan convention. Having served in a general store himself, Prof. Neystrom knows the practical side. He spoke of the psychology of selling, it is true—but it was very practical psychology. As he said: "The main thing is to bring your customer to know what you know about your goods. You want the customer to appreciate the goods as you do. This is the great problem of salesmanship."

There must in every business be buying, accounting, advertising, window dressing—but all these things are to the end that goods may be sold. And the success in this selling depends not only on the employer, but "on John and Mary who serve behind the counter."

Salesmanship in Schools.

To make sure that John and Mary do good work they must be trained. Prof. Neystrom spoke of classes in salesmanship operated in some stores; threw out the suggestion that some phases of the subject might well be taught in the public and high schools; then proceeded to his main theme—a straightforward explanation of the manner in which the knowledge the salesman possesses of his goods may best be brought home to the customer, so that to this customer will come the desire to possess.

When considering salesmanship, Dr. Neystrom asserted, psychology must of necessity come under scrutiny. The word sounds forbidding, yet psychology simply deals with the question of how ideas get into people's minds, and how they work after they get in. Salesmanship is closely connected, for it is simply getting the right idea into someone's mind, and having it work right when it gets there.

How the mind, or the brain, is reached by nerves, conveying sensation from nose, eye, ear, fingers and tongue, was outlined; then in detail Dr. Neystrom proceeded to indicate the ways in which the right sensations—the purchase compelling sensations—could be sent along these sense nerves by the skilful salesman; how not only one sense, but all the senses, should be played upon to effect the desired end: a purchase.

People are not alike. Some learn more through the eye than through the ear; some just the reverse. But, as a matter of proven fact, more learn more by the sense of touch than they learn through the eyes or ears. Some have ears and hear not; eyes and see not; but all seem possessed of a touch sense which conveys knowledge. Touch helps out all the other senses. The child knows its value. All should. Sight may prove deceptive; touch seldom or never does.

"You'll see what I mean," continued the speaker, "if you have two counters, one with goods in easy reach, one with the goods behind glass. You will find the counter where the goods can be felt by far the more popular.

How a Sale Was Lost.

"I remember," he proceeded, "seeing a salesman explain a kitchen utensil. He explained it well, and three times the woman reached out, unconsciously almost, to take hold of the article. Three times the clerk, without any discourtesy, kept the utensil in his own hands. He was interested in his talk, but when it was over the woman went out. Three opportunities to let her learn through her sense of touch as well as her sense of hearing the clerk had let pass.

"Mail order houses," said Dr. Neystrom, "can not appeal through the sense of touch. This is a big loss, and one which they feel, for, as the advertising manager of the Sears Roebuck Company said to me: 'We write descriptions so those who read will imagine how things feel.'"

In a St. Paul hotel Dr. Neystrom had heard a salesman for the National Cash Register of Dayton explain a new telephone register to a department store dealer. Several times the dealer reached out to make some connection, but always the eager salesman anticipated his wish. The merchant seemed impressed, but left without placing an order. Then the vice-president of the Dayton Company, who had been at the back of the room with Dr. Neystrom, laid his hand on his salesman's shoulder and said: "Why the devil didn't you let him handle the machine!"

The man had missed making his appeal through the sense of touch.

This is a big point in selling shoes. If possible get the shoe on before it is inspected. If it feels right, that goes a long way toward making it look right. So with clothing—yet here the clerk should say how well this fits. Make the point through the feeling, the appearance and the assurance. "Handle the articles," advised the speaker, "as if you appreciated them. That brings sales."

Touch and Life Insurance.

A life insurance agent accounted for his success by saying he carried always some cards bearing a few facts about his policies. One of these he would give his prospect. Thus he secured the cooperation of the sense of vision in conveying the impression he desired to the mind, and at least he prevented the sense of touch from working on foreign things.

The Poker Face.

Clearly the speaker made another point, that every idea which enters a customer's mind tends to be expressed. Something will be said of the goods, or by some—perhaps slight—facial movement. Approval or disapproval or disinterest will certainly be evidenced. The best sales people are those who are able to read these expressions. It is not easy. Many strive to hide their feelings. You buyers acquire a poker face for presentation to the commercial travelers, yet often the expression can be read.

Never is it possible to be sure of what will satisfy a customer. Customers are different at different times. But start off, get the right expression, then follow along that line.

Also important is getting the prospective buyer in the right frame of mind. "One salesman," Prof. Neystrom declared, "always begins his work with a question to which the customer can not give other than an affirmative answer. He gets him in a yes saying habit."

Get some opinion from your customer whatever you do, urged the speaker, if you can't in any other way make a statement, and say "Don't you think so?"

Colors Make Men Smoke.

Proceeding, were related, the experi-

(Continued on page 45.)

Discussion on Co-operative Buying

Most Important Discussion at Convention on Co-operative Buying—After Thorough Debate a Decision Was Made That the Locals be Encouraged to Co-operate in Buying.

PERHAPS the most important discussion arising from the resolutions presented by the hard-working committee entrusted with that phase of the convention's work, was the discussion on co-operative buying. All shades of opinions were given utterance, and only after a thorough debate was what might be called a middle course adopted—a decision that the locals, during the coming year, do all the co-operative buying possible; that the experience of each local be forwarded to the central executive; and that this central executive act as a clearing house of ideas, advising all the local branches of the successes and failures being achieved.

One delegate told of a movement on foot in his locality which it was believed would be of great value to general merchants. In dress goods, it had been found, one small town dealer could hardly sell in his locality the four lengths which usually had to be bought. Therefore a method of exchanging these lengths with neighboring merchants had been adopted.

Mr. Tedford of Murdock, urged the association, as a provincial association, to go into co-operative buying. He thought the time to start is now.

Praises Grain Growers.

R. A. McGee, M.P.P., of Wolseley, took the same stand. "The Grain Growers," he said, "have been teaching us our business. Why don't we order 300 car loads of salt. We could get it much cheaper. Why don't we order 300 car loads of coal? I know many who are getting their coal from the Grain Growers, because these Grain Growers place 300 car-load orders. The people can buy to best advantage through that association, and they are, therefore, right to buy from them. Let us do business on business lines and we won't have to worry about competition from men whose business it is to grow grain. At present these men are teaching us.

To this argument Sam. McMicken of Moose Jaw, took exception—strong exception. We were advised this morning not to load up with stock, he said, that is just what we would be doing by such buying. Buy in 100 car load lots and the goods would be left on our shelves—such orders would shelve us. As for those apples the Grain Growers bought, proceeded Mr. McMicken. "I want to say if we had sold them we would have had them back on our hands."

"Now Gentlemen," interposed President Maybee, "give us some suggestions as to how we are to do some of these things you urge. If you passed a resolution expressing the wish that I had a million dollars I would thank you, but I would be more glad if you would show me how to get it."

Mr. Johnson of North Battleford, held that to start in a small way would prove much the wisest plan—the circles could be made larger all the time.

Buy Only Few Things.

So felt Mr. Kindread of Glen Avon. Only a few things, he felt, could well be bought in a co-operative way—as a general rule it would be much more profitable to let the wholesalers carry the stock.

A new viewpoint was given by Mr. Evans of Outlook,—the difficulty of getting satisfaction under co-operative buying. "Would you let anyone else buy 100 suits of clothes for your store?" he enquired. Only for standard goods was the idea practical.

Mr. Zeider, the Dominion President was roundly applauded as he rose to speak on the question, and his points were greeted with approval though all evidently did not agree.

"You want to go over the heads of the jobber," stated Mr. Zeider. "Now, the jobber is a necessary evil in the same sense that we retailers are necessary evils. I heard a salt man at London the other day say that after years of investigation, his company had determined that the cheapest way of getting salt into the hands of the dealer was through the jobber."

Mr. Zeider questioned the consistency of the plan under discussion. "We don't believe in the big fellow getting advantages which enables him to put the little fellow out," he said, "and yet we're proposing to become big fellows more or less for that reason. Some wholesalers have one price to everyone. That is the right thing. Before long the man who gives a big buyer a preferred rate is going to come out at the small end of the horn. Oh yes he is. I know a stove manufacturer. He made a model which he sold the trade at $12.00 and which they resold at $15.00. It was a good stove and was in big demand. A mail order house asked the manufacturer what price he would quote them for 1,000 stoves a year. He named $11.00 and the deal was concluded. Note the result. The mail order house catalogued those stoves at $12.00. Thus they killed the trade of the retailers throughout the country. They, therefore would not buy. For that 1,000 stove order the manufacturer lost his other business.

A Danger for Manufacturers

An even more startling example was quoted by the Dominion President—an example relating to underwear. The mail order house agreed to take the entire output of the factory. At the end of the year they demanded a lower price. The manufacturers' other market was gone. He agreed. Next year a still further price reduction was asked. The manufacturer refused, and then had to commence building up the connection he had lost.

President Maybee thought these very examples showed the power of the large buyer, and gave Mr. Zeider some idea of the huge buying power the merchants there assembled possessed. "Why," he said, "I know dealers in towns half the size of the one you live in down in Ontario, who make five times the turn over made by your best dealer. There are merchants here who sell men who come 75 miles to make their purchases. There are little towns in this province whose merchants would have a combined buying power of $250,000. They are very little towns too.

This terminated the discussion on this point, it being decided definitely to try the co-operative buying only through the locals.

FIFTEENTH TOURNAMENT.

By permission of the Department of Militia and Defence the Dominion of Canada Trap Shooting Association will hold its 15th annual tournament, June 8, 9, 10, 11, at Rockcliffe Ranges, Ottawa. This tournament is of particular interest to Hardware and Metal readers, since its purpose is the promotion of trap-shooting as a Canadian sport. Local gun clubs furnish attractive and healthy amusement, and afford a continual outlet for sportsman's supplies.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

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ONE OF the great secrets of the success of the catalogue and mail order houses is that the goods are so well described and illustrated, as well as priced, that the prospective customers get a mental impression of an article that appeals to them; and there grows up a desire to buy.

* * *

ONE OF the speakers at the Saskatoon Convention emphasized the fact that success in the selling end of a business depends not only on the employer, but on the clerks who serve behind the counter. Learning and knowing the goods is not all there is to the game of salesmanship. It takes individual skill and initiative to know how to handle the different kinds of customers who visit the store. The salesman must know the goods, be polite, be cheerful and back of it all he must have a will of his own and a spark of aggressiveness which will give him a compelling power to induce customers to buy. Proprietors can do a great deal towards making competent salesmen of their employees. A little time spent each week in instructing the salesmen in the art of handling customers will be time well spent and will result in many sales being made which might otherwise be lost.

The Metal Markets

A GREAT deal of interest centres around the metal markets at the present time. There is a very good demand for metals used in the manufacture of war materials, but domestic trade is very quiet. There are, however, a number of interesting as well as disturbing features. Especially is this true regarding spelter. For some years prior to the war spelter did not show any great variation and with a few exceptions prices were much the same week after week. Since the outbreak of the war the Belgian and German markets have been closed and the advance in price has been phenomenal, eclipsing in comparison any movement in prices that has been seen in the world's metal markets. There is now a mad demand for spelter and prices being paid are nearly three hundred per cent. higher than those which prevailed a year ago. The shortage—or alleged shortage—and the high price of spelter has caused grave anxiety among manufacturers. A great many hardware lines in the making of which spelter is used, have been advanced in price and if present prices continue, many other products will have to be advanced. The spelter market at present is practically controlled by United States producers. During the past few years the United States has been the world's greatest producer of spelter. In 1913 the United States production of spelter was 31 per cent. of the world's total. Germany held second place and Belgium third. Some Canadian ore is shipped to the United States and smelted in the latter country. Antimony has also reached a price that beats all records. Aluminum, which for some time past has remained steady and unchanged, is developing strength and prices have advanced during the week. Copper and tin continue to remain at high prices, while lead is about the only metal that has not shown any market changes since the outbreak of the war. Lead is certainly very cheap compared with other metals.

The Saskatchewan Convention.

IF those who attended are to be the judge, the second annual convention of the Saskatchewan branch, Retail Merchants' Association of Canada, held at Saskatoon, Sask., was a huge success. Certainly more was done—and perhaps more learned—than in any other three days the Saskatchewan dealers have spent together—and this is said remembering two splendid gatherings, the organization meeting in Regina in 1913, and the first convention in Moose Jaw. There was a seriousness of purpose evidenced, and a fairness in treating all subjects. It was a notable fact, that of the 400 delegates in attendance, practically all were at every session.

One of the most significant statements made at the convention was that of F. M. Sclanders, Commissioner of the Saskatoon Board of Trade, who stated that in 1913, money received from the crops averaged $185 per capita of the Provincial population, and that with a fair crop this year, considering the extra acreage and the high prices sure to obtain, he expected to see the crop revenue for Saskatchewan from $600 to $700 for every person in the Province. Nearly all the merchants present at the convention are confident that there will be a big improvement in business conditions.

Many vital points were introduced in the resolutions presented. It seemed to be generally agreed that the large mail order houses are getting their mailing lists from local postmasters. While some retailers thought the postmasters should be forbidden to sell mailing lists, there were others present who were of the opinion that no action should be taken in the matter, owing to the fact that mailing lists could be secured by the retailer from the postmasters and used for circularizing. In this connection it is interesting to note that some small general store merchants, who are postmasters, continually kick about the inroads of mail order competition, and still for a paltry sum

are willing to provide mailing lists for the mail order houses.

The old-time question regarding fees for inspection of weights and measures was also dealt with and the convention went on record as being in favor of the fees being paid from the consolidated revenue of the Dominion of Canada. The addresses by Professor Neystrom on salesmanship and the financial side of a retail business were exceedingly interesting and have been reproduced elsewhere in this issue. The question of co-operative buying which has been discussed at a great many conventions during the past year, was one of the most interesting questions taken up at the Saskatoon meeting. After considerable discussion it was decided to try co-operative buying through local associations only. Elsewhere in this issue there appears a complete report of the convention proceedings. The report will not only be interesting to Western Canada retailers, but to retail merchants all over Canada, on account of the many strictly retailer's business problems which were discussed.

Selling Electrical Specialties.

IN featuring goods suitable for June weddings, hardware merchants should not overlook the suitability of electrical appliances as acceptable lines for wedding gifts. The electric appliance line is a highly profitable line and a nice one to handle—has become very popular during recent years and every bride looks forward to receiving as a gift, or at least owning, a number of the latest electrical appliances.

Most electrical appliances present a very attractive appearance with their highly finished surfaces and attractive designs. It is hard to imagine a more attractive or interesting window display than one in which is shown a well arranged display of modern electrical appliances for use in the home. Silent salesmen can also be used to splendid advantage in arranging displays of electrical fixtures. Displays, if properly arranged, will attract the attention of passers-by, and also of customers. One of the most important features, however, is the fact that the electrical appliance line can be so easily demonstrated. A small table can be arranged for demonstrating purposes and electric irons, toasters, samovars, coffee percolators, etc., may be heated in a few minutes and demonstrated to customers without causing a loss of time.

June Wedding Gifts.

IT is generally admitted that some branches of the hardware trade have been seriously affected by conditions during the past year, and especially since the outbreak of the war. Building operations have been curtailed and the demand for building supplies has been more or less restricted. When building trades are affected the hardwareman suffers in consequence—that is as far as the builders' department is concerned. There is one redeeming feature, however, and that is that the hardware store of to-day is not like the store of fifteen or even ten years ago. The average hardware store to-day carries such a varied line of hardware and household goods that if business is slack in one department, owing to conditions over which the hardwareman has no control, he can devote more time and attention to other departments and thus keep up the volume of sales, so that a favorable comparison can be made with previous seasons.

The hardwareman of to-day is selling large quantities of goods which were not carried by the hardwaremen of ten years ago—in fact many lines now carried in stock by retail hardwaremen have only been placed on the market during recent years. The result is that the hardwareman always has a number of seasonable lines of goods on hand, and if he so desires he can put forth special efforts at almost any season of the year and push one or more seasonable specialties. And just at this season there looms up the June wedding trade. During recent years an ever increasing volume of June wedding gift trade has been secured by retail hardwaremen and next month should be no exception. War or no war there will be a large number of June weddings—probably not as many as in peace times, but nevertheless there will be a sufficiently large number to create a big demand for wedding gifts and household goods. From now on the hardwareman will have a good opportunity to push the sale of cutlery, silver plated ware, cut glass, electrical goods, etc. Wedding gift windows are now quite numerous in the department stores in the big cities. Who is going after the trade in your town?

The "Get-Together" Spirit Again.

IN last week's issue there was an editorial dealing with a meeting of farmers and business men in a certain district in a Western State. Canadian Grocer is pleased to note that this "get-together" policy of farmers and merchants is not confined to the country to the south of us.

In the town of Petrolia in Western Ontario there was a similar meeting last week. The business men of that town representing the Board of Trade, entertained the officers of the Lambton Corn Growers' Association at a luncheon. Various speakers outlined a number of things in which the merchant and the farmer could co-operate to make things better for both of them. The speech of the evening was delivered by G. G. Bramhill, who spoke on the subject, "The Production of Lambton County."

While the report does not say there was any discussion given over to the necessity of home buying if the best interests of the community were to be served, nevertheless joint meetings of this character are sure to help cement the relationships between the farmer and the merchants of his home town. It is a fact that every merchant does not cater to the farmer as he should, and this gulf could be almost entirely bridged through more newspaper advertising. This should tell the farmer frankly what the merchant has to sell, its merits and its prices. Without doubt the lack of sufficient publicity is one of the big reasons why so many country people are to-day dealing with the distant mail order houses.

Then again, there are merchants who buy things out of town when they could easily purchase the same article from their *confrères* in other lines of trade. This sort of petty jealousy is contagious and once farmers know what is going on, the contagion is very likely to spread to them. The retail merchant should first set a good example if he is anxious to see the farmer buy his goods at home and to see the home town and community prosper.

Financial Side of Retail Business

Speaker at Saskatoon Convention Takes up the Financial Side of a Retail Business—Unwise Buying and Over-buying Two Bad Faults—Omitting Unnecessary Expenses.

OUTSIDE of a bank it is doubtful if so many cents were ever gathered together in Saskatoon, as were shown at Wednesday afternoon's lecture on the financial side of a retail business. Prof. Paul H. Neystrom had twenty-five of these coppers, and used them to telling effect as illustrating where the supposed profits of a business go, and what is left as actual profit.

Starting upon the supposition that he, a retail dealer, had sold goods which cost one dollar, for one dollar and twenty-five cents, Dr. Neystrom began doling out the cents in settlement of various charges.

First there was the expense of buying, which he estimated as using up two of the cents. Then there came selling, which roughly used up six more cents. Advertising, a necessary part of a business, he stated should use up about two cents, while one cent on the dollar should cover delivery charges.

Employer a Teacher.

"An employer is no longer a boss," continued Dr. Neystrom. "He is a teacher—and that is a big part of his work. That work, and store management can perhaps go hand in hand, and to cover this expense, I believe we will have to set aside two of our pennies."

Then, he proceeded, there is rent. If you own your building you still should charge yourself rent, for if you were not occupying it, you would be able to get rent from some one else. "Rent," it was stated, "is an exceedingly hard charge to estimate. It differs very widely in different localities, and in different businesses.

"In some cases one-half cent on the dollar turn-over satisfies this claim, but I know of one store in New York—a store doing a highly successful business—where 14 cents on every dollar's business goes in rent. Perhaps, for our purpose a charge of 2 cents is fair. There go two more coppers," and another little pile was made on President Maybee's table.

Heating and lighting was another necessary charge mentioned, and to provide for this one cent was set aside.

Insurance and taxes—taxes being considered a charge on the business—were next treated—another cent.

Repairs, renewals, general depreciation required the setting aside of still another cent.

Consider the Investment.

Then there came a consideration of the interest on the investment in the business. This must be considered, for if not invested there a merchant could draw interest on this money, from the bank, from mortgages, or from some other source. This interest on investment, it was estimated, would require the setting aside of two more cents.

Then there must be remembered the loss suffered from bad debts on credit business, and losses of theft—theft of two kinds, visible thefts from the cracker barrel and the apple box, and unseen thefts. Usually a cent had to be apportioned to offset this loss.

For miscellaneous expenses, telephone, twine, paper, telegrams, etc., another cent had to be provided.

Only Three Cents Left.

Here it was found 22 cents had been set aside, and holding up the remainder, "there," said Dr. Neystrom, "there is your actual profit on that sale of goods costing one dollar for one dollar and a quarter—three cents."

The smallness of this actual profit naturally led to the consideration of possible savings,—Could not these charges be cut down?

In buying Dr. Neystrom stated one of the great mistakes is overbuying. Often this is done as a speculation—Sometimes to get a special discount. "Leave speculating alone," came the advice, "let the speculator take those chances, not you in the retail business."

Often too there is unwise buying. A man should get what the community wants. "You are there to supply, not so much to educate the customer."

Buying from too many sources was also considered a grave mistake. This means too much expense in correspondence in looking over samples, etc.

Buy in Time

Still another failure as regards buying is failure to buy in time. That means the clerk must say, "sorry but we are out of that." Orders should be small and placed often.

Some buyers are unapproachable. That also was considered an error. One big store has this motto for its purchasers. "Look at every thing that comes your way." They don't necessarily buy, but are ready to do so if they see something worth while.

A big loss often occurs from failure to check up goods—to see if they are as ordered, are in good condition.

Then care in unpacking is also most necessary. It is worth while to teach the clerk how to unpack. It means a saving.

Poor storage, a leaky roof, dust, vermin, all these things bring loss. So also does too much handling.

In selling, poor display, selling goods in a hit or miss fashion, bring loss. This causes merchandise to accumulate. "You know those lines that linger." said the speaker. "We call them stickers when they seem to form an affinity for the business." He offered a very simple suggestion for overcoming this evil. Put newly bought goods at the bottom of every pile and sell from the top.

Don't Over-Measure

Another selling loss comes from overmeasurement. Take goods costing $1 a yard for example. A salesman gives one inch over. Now one thirty-sixth of the dollar, which that inch represents, is the 3 cents actual profit which we have just discovered by our illustration of the coppers. "This practice of throwing in, is bad business—one of the unnecessary expenses. A customer is entitled to full measurement, but full measurement only."

A Good Parcel Makes Good-Will

Money, it was stated, is often wasted in a too lavish use of wrapping paper and twine. Saving in that direction, however, has to be carefully made. It is the height of folly to make a poor parcel—one which will break open. A good parcel makes for good-will, a poor pacel for bad-will.

Speaking on salesmanship, and its power to reduce the cost of doing business by increasing the volume of the sale with little or no addition to the running expenses, Dr. Neystrom told of going with his wife to buy a canary.

The bird cost $1.75, then the clerk suggested a large cage was desirable. It was bought at a cost of $3.75, food, cuttle fish bone, a spring for the bird cage, a hook to hang the spring from, a bath tub for the bird, a fender to prevent the water from the bath splashing—all these were suggested and bought. The total purchase amounted to $9.25, and "said Dr. Neystrom." "The customer liked it. That kind of suggestive salesmanship is always appreciated if properly done."

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Made-in-Canada—Customer Needs Education — Canada's Exports — Shell Production.

Made-in-Canada.

From the Contract Record.

THE "Made-in-Canada" idea is a curious anomaly, in that it combines the best and the worst business principle—the best in the idea of having Canadian goods occupy a position of pre-eminence by virtue of quality and value, and the worst in that of using the cloak of patriotism to cover the foisting of inferior goods at a higher price.

In theory there is much to commend the "Made-in-Canada" movement; in practice there is much to restrict it. If we are going to promote it successfully we must put reputation first and dollars last; we must make "Made in Canada" synonymous with "Made RIGHT in Canada."

Quite recently we heard of a large restaurant owner who wanted a couple of hundred bentwood chairs bearing the "Made-in-Canada" label. He had to pay the same price for the Canadian chair as for the Austrian chair, and he got a distinctly inferior article; he paid 25 or 30 per cent. for his "patriotism."

Not long since a well-known United States advertising journal conducted a careful inquiry into the wisdom of fostering the "Made-in-U.S.A." idea, and the expression of opinion contributed by the heads of some of the largest concerns in the United States was distinctly unfavorable. Perhaps the best sentiment is expressed by one of the contributors in the following extract: "Of course I am a believer in American goods; but an ounce of doing is worth a ton of preaching. When our manufacturers have produced things that are a little better than similar things produced elsewhere you may be sure that the people of this country will buy them."

Pre-eminence in competition is the only sure foundation of success. Essay to build up the business of the country under the protection of a high tariff wall, if you will; allow your manufacturers to combine and put up their prices, the while delivering inferior goods—and your whole structure will crumble and decay.

There is no use in our running wild on the "Made-in-Canada" slogan. Neither as manufacturers nor as consumers will it pay us to isolate ourselves from the outside world. The benefit would accrue only to the select few. Canada first and Canada last—but VALUE FOR VALUE, AND COMPETITION ALWAYS, if we are to remain a factor worth considering in the industrial world.

* * *

Customer Needs Education.

From the Hardware Trade.

THERE is a great deal said about educating the merchant for better business. There is another man who needs education and he is the customer.

Many merchants say to sell the people what they want. A better plan is to discover what your customers ought to have, put it in stock, talk it and soon many people will discover that they did want what you want them to want.

On the other hand if a customer comes into your store for a certain brand of saw or hammer and the tool is a good one and well advertised, it would not be salesmanship to try to persuade him to change his mind, but the customer who comes in and simply wants a saw and thinks that one for 50 cents or 75 cents is good enough, is the customer that needs education and now it is time to bring salesmanship into service and sell a saw for $1.50 or $2.00. The customer will get better value and the merchant will be doing a good turn for himself. Therefore, persuade the people to want what they ought to have.

This is the way to build a business and keep ahead of a jealous competitor who only knows how to cut the price on what the public have been wanting.

* * *

Canada's Exports

From The Financial Post.

NOT for many years have the March exports been as large as those for which the preliminary figures were issued during the present week. The increase in domestic exports was approximately $20,000,000 and the decline in imports was approximately $13,000,000. The result is that there was a credit balance—a very unique result for March trade. Usually during that month as during spring months of the year the imports are very heavy and the exports light. The present trend, however, is somewhat different, as evidenced by the following comparative figures:

	March Trade.		Adverse
	Exports.	Imports.	Balance.
1912	$24,980,769	$58,053,085	$33,072,316
1913	34,874,752	67,603,976	32,729,224
1914	26,700,991	53,111,104	26,410,113
1915	45,118,922	40,441,384	*4,677,538

*Credit Balance.

The foregoing figures are very reassuring. Closer analysis of the figures shows that all classes of exports have been favorably affected and not alone those from the factories turning out war material. It is true that under the head of manufactures the increase has been from six millions in 1914 to fifteen millions in the present year, but at the same time the agricultural products have doubled in value, and those of animals also show a very substantial increase. The only decline is in the case of products of the mine. The latter will be changed very soon as in many mining districts there is increased activity because of the demand for Canadian mineral products, especially nickel and copper. In other metalliferous undertakings there is increased activity.

* * *

Shell Production.

From Canadian Machinery.

HOWEVER much or however little has already been done to develop shell production in our Dominion, it is quite apparent that a great deal more is required, even neglecting the leeway which should but never may be made up. The meantime greatest trouble connected with Canada's shell industry belongs to the supply of shell forgings, it being a matter of more or less common knowledge that while the capacity of our machine shops is the equivalent of some forty thousand finished 18-pounder shrapnel shells per day, our forging plants in existence are able to meet this rather over half-way only, or to the extent of 23,000 forgings per day.

Practical Course for Sheet Metal Workers

Article No. 31 of Series

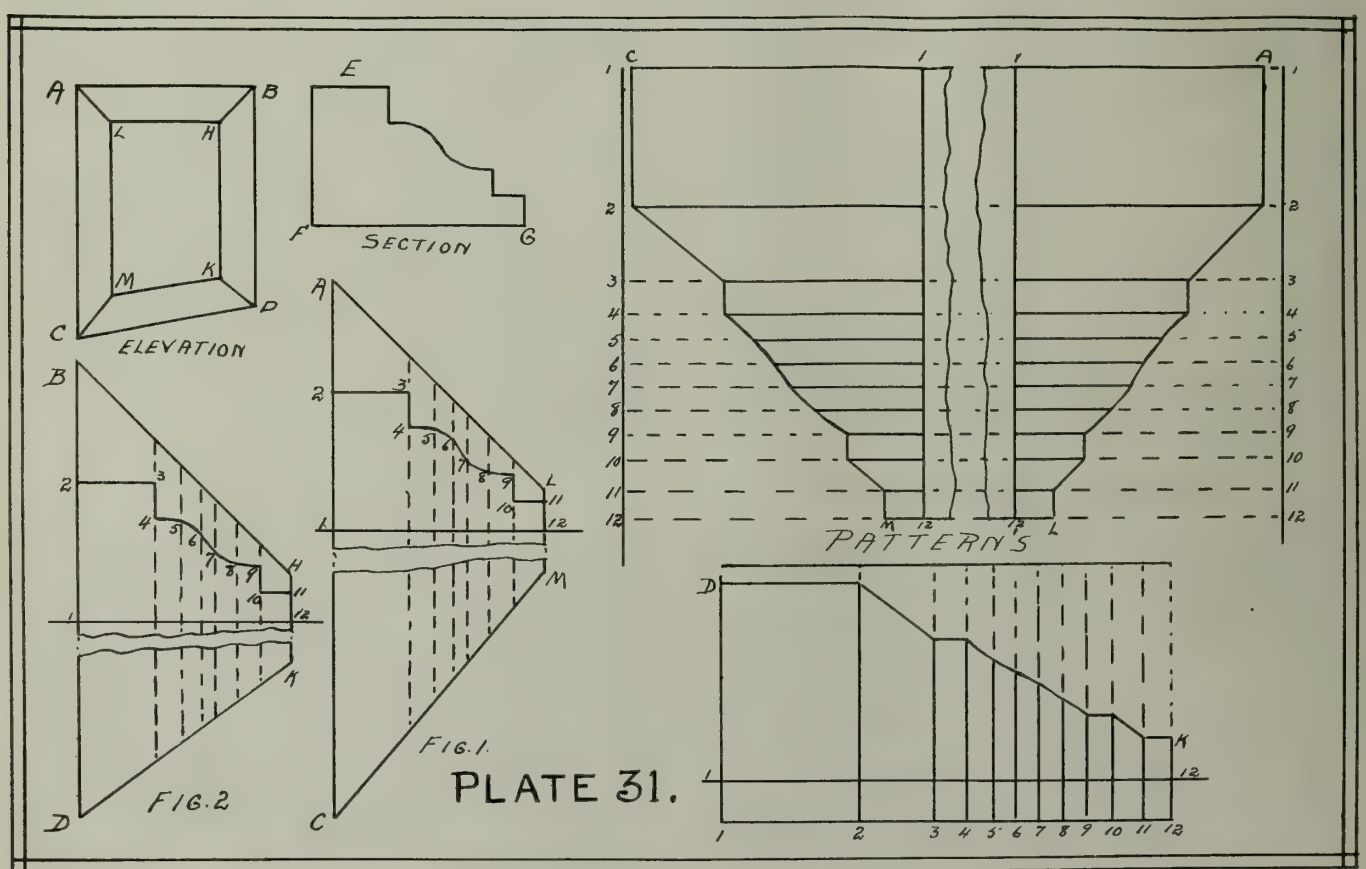
By CHARLES SEIVERS

IN this article is shown the method of cutting pattern for a mitre in a moulding forming a panel as shown by elevation A-B-C-D. it will be seen there are three different angles shown. At A and B are two right angle or square mitres, at C, an acute angled mitre, and at D an obtuse angled mitre, but while the angles in each of the three cases are different the method of cutting pattern remains the same. At E-F-G is shown a section or profile of moulding to form panel. The first step is to lay out the angles and procure the mitre lines. At A-L.C.M. in Fig. 1, are shown the angles at corresponding letters in elevation and at B-H-D-K at Fig. 2 the angles at corresponding letters at elevation. Having laid out angles place or draw an outline of section in same, as shown, and divide the curved members of the moulding into a number of equal parts, the angle of each straight member forming a division, as showing by1-2-3 4-5-6, etc., from each of these points draw lines, extending them until they intersect the mitre lines at A-Z and C-M. To lay out patterns draw a line at right angles to C-A. On these lines begining at C and A set off the divisions on section as shown by 1-2-3-4, etc., at Fig.1. Now draw lines joining points 2-2, 3-3, 4-4, etc. At a convenient point on C-A draw a line at right angles to it as 1-12, using this line from which to set off distance, and obtaining the distances by measuring from line 1-12 at Fig. 1, to the mitre line C-M, then setting off distances obtained on lines numbered the same.

The accompanying article is No. 31 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

As points 1 and 2, 3 and 4, and 9 and 10, come on same line or in line with each other, the distance from line 1 to 12 to the mitre line is the same for both points. Having set off all the distances from 1 to 12 a line drawn through the points thus obtained will give outline of pattern.

The old impression that only mechanics were interested in tools has died out, and a large business is now being done with men, who have a hobby for tools, but who are not full-fledged mechanics by any means. The shop window should always play an important part in the introduction of new tools. It may be that there will not be an immediate response from those desiring the tools, but it has been proven that enquiries have often been made several months after the displays have been made.

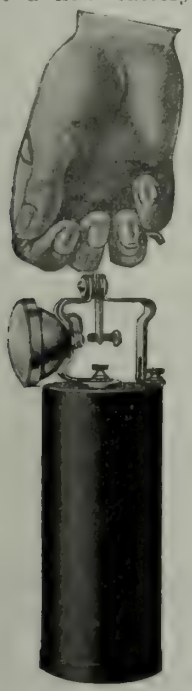


New Hardware Goods

Offered Canadian Hardwaremen

VERILITE ATTACHMENT.

The Duncan Electrical Mfg. Co., Limited, 86 Grey Nun Street, Montreal, Que., have just devised and placed on the market a new battery lantern attachment to be sold under the trade name of "Verilite."



Verilite Attachment.

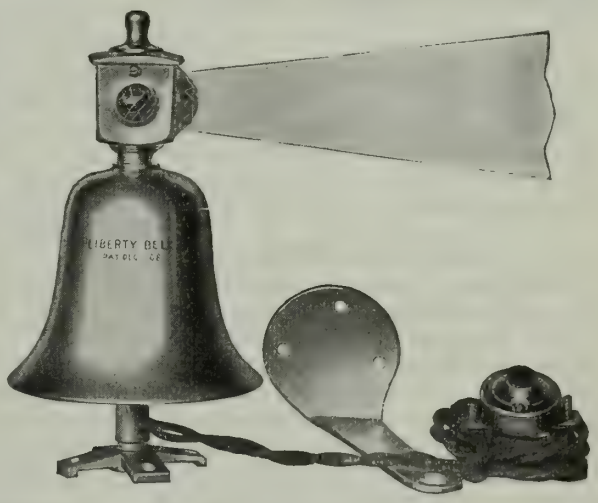
The makers claim for this device a very much more efficient reflector and lamp with all the parts fully insulated in order that no loss of current is possible. The attachment fastens on with the two screws provided on batteries, and is very simply attached in this respect. The carrying handle is made to swing over to either side of the device when battery is placed on the side for convenience. Moreover, this device is made to centre on top of battery, making the most desirable balance in carrying. The hand is not cramped by placing through a small aperture as is usual with this type of fixture, and in all the manufacturers have endeavored to give high value.

Also this is made to place on the market at a retail price to the customer of $1, packed in small cartons highly suitable for shelving.

The "Verilite" operates on any style of common battery.

THE LIBERTY BELL.

The Liberty Bell Co., 346 the Arcade, Cleveland, Ohio, offers to the Canadian trade the Liberty Bell here illustrated. The bell is claimed by the makers to be a real innovation in warning signals that conveys its message to both eye and ear, and because of its insistent and distinctive tone compels instant attention. The light is equipped with an 8 volt Tungsten bulb, ruby red lenses, and flashes a bright red light whenever the bell is rung. The bell is made of finest bell metal and is economical to operate. It is said to require less than one-fifth the amperage required to operate a small horn. It has a loud clear tone that has a great carrying quality. The bell can be easily and quickly attached to any part of the car, either on the mudguard, the side of the car or under the hood as desired and can be operated by hand or foot. The bell is made in two sizes. The interior mechanism of the bell is described by the makers as follows:—



The Liberty Bell.

The standard for the "Liberty Bell" is made of special malleable iron, very strong and durable. The coil is made of waterproof, enameled copper wire. The core and armature of Norway iron. The spring of phosphor-bronze. The contact points of Platinum. Heavy rubber insulation throughout. Mechanism is not affected by dirt or water.

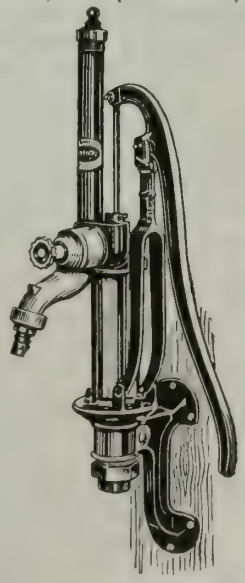
B.T. BRACKET HOUSE PUMP.

Beatty Bros., Limited, of Fergus, Ont., and Winnipeg, Man., are introducing to the hardware trade the B.T. bracket and house pump. The makers state it is an inexpensive and very convenient house pump for use in kitchens and summer cottages. It has a strong malleable iron bracket with which to fasten it to the wall above a rolled rim sink so a cumbersome wood frame is not needed. It can be used as a lift pump or as a force pump for forcing water to the attic storage tank.

The bracket, handle and spout of the pump admit of such a variety of adjustments that it is perfectly adapted to any installation. The bracket is reversible. It fits the pump just as well when turned upside down as when in the position desired, firmly secured by a half turn of a bolt in the bracket. The spout, too, turns independently of either bracket or handle and when the former are fastened can be placed in any position desired.

It was originally designed to take the place of the German clock or wing pump, and the makers claim that it does the work better for it has a larger capacity lifts easier, can be more readily repaired and lasts longer.

It has a nickel plated brass body, 3-inch cylinder, and parts nicely finished.



B. T. Bracket House Pump.

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

New Firms.

Tugaske, Sask.—Frank Phillips, hardware merchant, has opened a branch at Darmody.

Regina, Sask. — The Saskatchewan Broom Manufacturers, Ltd., have started in business.

Business Changes.

Walkerville, Ont.—Nelson Bros. have sold out to H. J. Hicks.

Vancouver, B.C.—Johnson & Salsbury have been succeeded by Johnson & Salsbury, Ltd.

Hensall, Ont.—Wm. McLaren has purchased Moore Bros.' hardware business. The latter intend to enter the manufacturing business.

Hardwaremen Enlist.

Haileybury, Ont.—A. R. Turner, formerly bookkeeper with the George Taylor Hardware Company, of New Liskeard, has been accepted for the fourth contingent. Another well known business man who has been accepted for this same contingent is William A. Ferguson, of the Northern Canada Supply Co., and formerly junior partner in the hardware firm of Montgomery & Ferguson.

J. N. Niven Married.

Saskatoon, Sask.—The marriage took place here recently of Miss Beatrice Mannering to John Noel Niven, manager Saskatoon branch of the J. H. Ashdown Hardware Co. Among the many gifts received was a writing desk, with chair, from the local staff of the firm; a silver tea service from J. H. Ashdown, and a case of silver flatware from the staff of the head office of the J. H. Ashdown Hardware Co., Winnipeg.

Obituary.

St. John, N.B.—The death occurred here after only one week's illness of pneumonia of James E. Earle. Mr. Earle was fifty-eight years of age, and for twenty-one years was associated with the hardware firm of T. McAvity & Sons.

Sackville, N.B.—The death took place here of W. B. Dixon, who a number of years ago was engaged in the manufacture of stoves, and was managing director and secretary of the firm now known as the Enterprise Foundry Co. About ten years ago he retired from business life.

Toronto, Ont.—Charles Leonard Weisner, 58 Russell Hill Road, general manager of the National Fire Proofing Company of Canada, Limited, died very suddenly at his home last week.

To Start Operations.

Hamilton, Ont.—The Hamilton Lock-Nut and Specialty Co., Ltd., has taken over the People's Brewery building, and will commence operations shortly. The directors of the concern are: M. J. Dunham, A. N. Wells, W. J. Sutterby, W. H. C. Stroud, J. T. Stroud, O. W. Gibb, William Butlee, J. E. Davies and J. W. Anderson. The officers elected were as follows: M. J. Dunham, president; J. T. Stroud, vice-president and secretary-treasurer.

The Honor Roll.

Winnipeg, Man.—W. H. Kelly, a member of the 106th Winnipeg Light Infantry, and a former employee of the J. H. Ashdown Co., has been wounded.

Bowmanville, Ont.—The Militia Department has announced that Sergeant Kenneth C. Martin, hardware merchant here, has been killed in action. Sergt. Martin was among the first to enroll when recruiting began here for the first overseas contingent. He handed his hardware business over to his father, who has been a commercial traveller for Caverhill, Learmont & Co. for several years, and is widely known to the trade.

Windsor, Ont.—Word has reached here that James White has been wounded. Before enlisting, Mr. White was employed at the Windsor Hardware Co. store.

Toronto, Ont.—Word has been received of the death of Corporal Chas. Wallace, of the 12th York Rangers. Mr. Wallace was for five years a traveller for Beardmore & Co. Corporal Wallace had considerable experience in the army, being stationed with the Bombay Light Horse in India for some time.

Toronto, Ont.—Sergt. Edward H. Lewis is among the wounded in a Bristol, England, hospital. Prior to the war Mr. Lewis conducted a hardware business at 88 Geary Avenue.

Winnipeg, Man. — Among recent casualty lists appear the names of A. E. Ward, an employee of the wholesale department of the Ashdown Hardware Co., and Lyell Macnamara, another employee, wounded.

Ontario Incorporations.

Lion Polish Co., Ltd., capitalized at $40,000, head office Toronto, to manufacture, sell, and deal in polishes, etc.

Dominion Incorporations.

J. A. Berthiaume, Ltd., capitalized at $50,000, head office Ottawa, to manufacture and deal in bedsteads, bed springs, hardware, iron fittings and household utensils.

Canada Ingot Iron Co., Ltd., capitalized at $20,000, head office Guelph, to manufacture and deal in culverts, tile, pipe, iron or steel sheets, engines, road rollers, etc.

The Dominion Road Machinery Co., Ltd., capitalized at $300,000, head office Goderich, to manufacture and deal in road machinery, automobiles, etc.

Standard Primer & Fuse Co., Ltd., capitalized at $150,000, head office Toronto, to manufacture and deal in time and percussion fuses, detonators, and primers, etc.

Mackenzie Bros., Ltd., capitalized at $100,000, head office Winnipeg to carry on the business of hardware and supply merchants, manufacturers, ironmongers, tinsmiths, plumbers, etc.

The Ontario Glove Mfg. Ltd., capitalized at $40,000, head office Berlin, to take over the business of the Ontario Glove Mfg. Co., Ltd., as a going concern and to manufacture and deal in all kinds of gloves, mitts, etc.

Personal.

L. Leclair has resigned from Lewis Bros., Ltd., traveling staff, and will in future represent Wood, Vallance & Co., of Hamilton.

H. T. Eager, Mgr. Toronto branch Wood-Vallance Co., Ltd., has resigned owing to ill health. H. D. Fleming who has been working Eastern Ontario for

the past five years takes charge of the Toronto office.

C. Landy, Mariopolis, was in town last week, and left orders with the trade for the equipment of his new premises. He is optimistic over the business situation since the recent rains.

G. Ramsden, Port Hope, Ont., who has represented Caverhill, Learmont & Co., on the road for over 35 years in Eastern Ontario, is enjoying a well earned rest at his home at Port Hope.

Winnipeg Personals.

Lionel Haney, manager for Burrows, Stewart & Milne, has left for the West on a business trip.

A. J. Mainwaring, hardware merchant, Bertle, Man., was in the city last week. He reports business conditions as satisfactory.

William Crawford, sales manager, Sheet Metals Products Co., has just returned from a business trip to Calgary. He reports prospects as generally improving.

H. W. Love, manager of the Irma Co-operative Co., Irma, Alberta, has just returned from a trip to the East, and called on the trade here. He reports Eastern trade slow, and looks for an improvement in the West following recent rains.

HARDWARE LETTER BOX



Pneumatic Tanks for Water Systems.

Illsley & Harvey Co., Ltd., Port Williams, N.S.—Will you kindly give us the names of some manufacturers of pneumatic tanks for water systems?

National Equipment Co., Ltd., Toronto, Ont.; General Machinery Co., Ltd., Toronto, Ont.; Gould Mfg. Co., Seneca Falls, N.Y.; F. E. Myers & Bro., Ashland, Ohio; Toronto Iron Works Co., Ltd., Toronto, Ont.; John Stevens Co., Winnipeg, Man.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Empire Manufacturing Co., Ltd., London, Ont.—Ed.

Grundy Bros. & Co.

Howe & Henderson, Ingersoll, Ont.—Could you please advise us if Grundy Bros. & Co., Strathroy, Ont., are still in business?

This firm is still in business at Strathroy, Ont.—Ed.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

McMURTRY HARDWARE CO., GALT, ONT.

Galt, Ont., May 17, 1915.

Editor Hardware and Metal,
Toronto.

Regarding the statement made in your paper some few weeks ago that Mr. G. Ferguson, who was leaving Ingram & Davey's would in future manage the business of the McMurtry Hardware Co., would say: This statement was made by him solely on his own responsibility without any authority whatever from me, as I had no conversation or correspondence with him regarding this matter at any time, and knew nothing about it till I saw it in Hardware and Metal and the St. Thomas papers.

McMURTRY HARDWARE CO.,
Per W. J. McMurtry.

CATALOGUES AND BOOKLETS

Sign Lighting.

Canadian General Electric Co., Ltd., Toronto, are distributing an attractively gotten-up booklet, entitled "Sign Lighting with Edison Mazda Lamps."

Gravity Spiral Conveyors.

Otis Elevator Co. have issued an attractively gotten-up 60-page booklet featuring Otis Gravity Spiral Conveyors for lowering packaged merchandise and boxed, cased, bagged and barreled goods.

J. H. Williams & Co., Catalogue.

J. H. Williams & Co., Brooklyn, N.Y., with branch factory at Buffalo, N.Y., have issued a 160-page catalogue descriptive of their various lines of iron, steel, copper, bronze and aluminum drop-forgings.

Automobile Supplies.

The Canadian Fairbanks-Morse Co., Ltd., Montreal and Toronto, have issued catalogue No. 55A, giving a complete illustrated and descriptive list of practical Ford auto specialties. The catalogue is one that should be appreciated by all hardware merchants who are interested in handling auto accessories. Complete instructions for ordering and a parcel post rate table are given on the inside front cover. The catalogue consists of 14 pages, and carries an exceptionally large number of illustrations.

Ashdown's Booklet.

The Ashdown Hardware Co. has just issued a booklet on their water supply system that should be very useful to the trade.

The Frank Mossberg Co. Catalogue.

The Frank Mossberg Co., of Attleboro, Mass., have a very interesting catalogue, which they offer to send to any person who is interested in the line of wrenches and tools which they manufacture.

The Mossberg Co. started to make bicycle wrenches some eighteen years ago.

Following the trend of the times, they developed certain wrenches for the motorcycles and automobiles, and their present catalogue shows the result of their endeavor to provide very desirable items absolutely guaranteed, at as low a price as they can consistently market them.

Write for catalogue No. 173C to the Frank Mossberg Co., Attleboro, Mass., and they will be more than glad to send one to you.

The Peterborough Lock Mfg. Co. Catalogue.

The Peterborough Lock Mfg. Co., Ltd., Peterborough, Ont., have just issued an exceptionally attractive 433 page catalogue featuring their complete line of builders' hardware. The new catalogue supersedes all previous issues and will be used exclusively in the future. Every effort has been made to compile the catalogue so as to make it interesting and helpful to the hardware dealer and at the same time to make its contents easy to understand. In some cases, changes have been made in numbers previously used. Old numbers have been retained as far as possible but it has been deemed wise to revise the numbering system with the purpose of simplifying it as much as possible. In numbering sets, the set number is made up of the lock packed in same, preceded by the design number, the set taking a standard knob and escutcheon. On lines of design sundries, such as bell turns, letter box plates, push plates, pull plates, etc., the design number is prefixed, as in the case of the sets. All articles in the catalogue are listed in one finish only, and when ordering finished goods the dealer has simply to state the finish wanted. A great many attractive designs not shown in former catalogues appear in the latest issue. The illustrations are exceptionally good and the catalogue should be appreciated by the whole trade. The company has been supplying hardware products to the trade for 30 years —1885-1915 and the new catalogue No. 7 shows that the company has great faith in the future of Canada.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

Recent cool and wet weather has had a tendency to create dullness in the retail trade, and early summer lines have not moved as rapidly during the week as might have been expected. The advent of warmer weather will have a splendid effect on trade and create a good demand for the many spring and summer lines carried by retailers. Among the important price changes during the week are advances in the prices of galvanized iron pipe, galvanized sheets. In the metal markets there is a good demand for metals used in the manufacture of war materials, but domestic trade is quiet. Tin has declined in price, while lead and copper remain unchanged. Aluminum has advanced 2 cents per pound. Antimony has advanced further and has beaten all records for high prices. Spelter is high in price and very scarce. Many products, into the manufacture of which spelter enters, have been advanced in price as a result of the continued high price of spelter. Jobbers of metals are not particularly anxious to lay in stocks of spelter at the present high levels, although consuming buyers appear to be quite numerous. Reports from Western Canada state that there is a heavy demand for barb and woven wire fencing. This is considered a good sign. The flax market is weaker.

MONTREAL.

MONTREAL, May 20.—Country business continues satisfactory to the hardware trade. This applies to general lines. In the city little, if any, improvement is noted, and the demand for builders' hardware and building materials is very dull, with little prospect of improvement during the present season. The metal markets are somewhat quieter than they have been for some weeks, but the effect of the steady advance which was spread over several months is indicated in further increases for metal products. Galvanized sheets are up 25c all round; copper rivets have been advanced; galvanized and black wrought iron pipes are again increased; and brass chain and glaziers' points are also higher. Another change in the price on Dominion shells is noted.

The movement of seasonable lines continues very satisfactory, and the commencement of the June wedding-gift business is noted.

The Metals.—With the exception of spelter, the metal markets are quieter this week. Tin shows a substantial decline, but cannot be said to be weak locally. The higher cost of spelter is found to be affecting many lines of goods the manufacture of which it enters into.

Tin.—In sympathy with the easier situation prevailing in outside markets the local quotation for tin shows a decline this week to 50c, but there is little indication of weakness. New York is quiet, with importers showing little or no interest and a decided indifference to trade. The difficulties attending the importation and clearing of supplies is largely accountable for this, and importers with the large arrivals this month and to follow have their hands full. Consumers also show a lack of interest with comfortable stocks on hand. The New York price declined 1¾c for the week to 39c.

Copper.—The market here holds firm at last week's level of 21c. New York also indicates the same level as for several weeks. Business is reported as being almost at a standstill on new orders, but reports continue of large inquiries in the market; however, as these do not seem to result in business, the trade is inclined to be skeptical, and buyers are awaiting developments.

Spelter.—An additional advance of 1c in the price of spelter is noted this week. This comes with an upward movement of a little more than 1c in New York. Quotations locally are 18c to 19c, and New York is 14¾c to 15c. The market continues to display great strength, and higher prices for sheets are indicated, with advances in galvanized pipe also in effect. New York reports that sellers seem to be unable to satisfy the demand for prompt and June and unable or unwilling to sell July, August and September shipments in anything like the quantities that are called for. Consumers who have pursued a hand-to-mouth policy have been very badly hit during the past three months, and the late advances are due to a large extent to these interests being forced to cover their June requirements. Having paid the penalty, consumers are now buying farther into the future, with the result that deferred values are rising more rapidly than spot or immediate futures.

Solder.—Solder holds to the market of a week ago, which recorded a decline of about 1c. With the lower prices for tin there should be further cuts made in the near future. The consumption of solder is small.

Lead.—The lead market is steady and quiet, although there is a firm note noticeable. A few weeks ago second-hands were offering below the price of the Trust—$4.20 New York—but now producers are sold well ahead and the second-hand offerings are all cleaned up, leaving practically nothing available in the way of spot.

Antimony.—There has been nothing to relieve the acuteness of the antimony situation. The local quotation of 35c is purely nominal, and holders of Cookson's or Hallett's can get almost any price they may care to demand. New York reports a further advance in the prices on miscellaneous brands of about 2c, and a similar advance on Chinese

MONTREAL QUOTATIONS.

Tin	50c-51c
Spelter	18c-19c
Copper	21c
Lead, cwt.	5¾c-6c
Antimony	35c
Solder, ½ x ½	26 to 30
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

and Japanese. There are no offerings on futures.

Sheets and Plates.—An advance of 25c all round on the price of galvanized sheets is one of the direct effects of the steadily advancing cost of spelter. The increase was decided upon at a meeting of the Montreal Association on Wednesday. Prices now are:—

Queen's Head and Gorbal's best best—16-20, $4.30 22-24, $4.50; 26, $4.75; 28, $5.

Fleur-de-lis—16-20, $4.05; 22-24, $4.15; 26, $4.50; 28, $4.70.

Apollo—14, $3.75; 16, $3.75; 18-20, $3.95; 26, $4.15; 28, $4.65; 10¾ ozs., $4.85.

Colborne Crown—16-20, $4.10; 22-24, $4.30; 26, $4.55; 28, $4.80.

Plates are very firm on the recent advance, which was also due to the higher cost of spelter.

Copper Rivets.—The advance in copper rivets, referred to in reports of the last two weeks, has gone into effect. The discount is now 27½ per cent., as compared with 32½ and 5 per cent. Some other advances in copper products are in course of adjustment.

Bar Iron and Steel.—Movement here is light, but the market continues very firm. An advance in the price of Swedish iron is in order, one house having made an increase of 35c a cwt. The basis for bar iron continues at $2.

Advance in Pipe.—During the week there have been two advances in the price of black and galvanized pipe announced; the latter is the greater, and is due to the higher cost of spelter. The schedule as adopted by the association on Wednesday is as follows:—

Standard wrought,

per 100 feet.	Black.	Galvanized.
¼ and ⅜ in. ..	$2.39	$3.54
½ in.	2.86	4.21
¾ in.	3.27	5.08
1 in.	4.83	7.52
1¼ in.	6.54	10.17

TORONTO QUOTATIONS.

Tin	43c
Copper	21c
Lead	**5¾c**
Spelter	17c
Antimony	40c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

ADVANCED PRICES ON WROUGHT IRON PIPE.

Buttweld.

Size.	Per 100 feet. Black	Galvanized
¼" and ⅜"	$ 2 22	$ 3 36
½"	2 72	4 00
¾"	3 11	4 83
1"	4 59	7 14
1¼"	6 21	9 66
1½"	7 43	11 55
2"	9 99	15 54
2½"	15 80	24 57
3"	20 66	32 13
3½"	24 84	38 64
4"	29 43	45 78

Lapweld.

2"	$ 11 47	$ 17 02
2½"	16 38	25 16
3"	21 42	32 90
3½"	25 76	39 56
4"	30 52	46 87
4½"	38 10	55 88
5"	44 40	65 12
6"	57 60	84 48
7"	78 54	111 86
8"x25 lbs. per ft.	82 50	117 50
8"x28 lbs. per ft.	95 04	135 36
9"	113 85	162 15
10"x32 lbs. per ft.	105 60	150 40
10"x40 lbs. per ft.	135 96	193 64

1½ in.	7.82	12.16
2 in.	10.53	16.36
2½ in.	16.63	25.86
3 in.	21.75	33.82
3½ in.	26.14	40.67
4 in.	30.98	48.19

An increase in the prices of Lapweld will be made on about the same basis, but the adjustments have not been been effected.

Lead Pipe.—A fair demand for lead pipe continues, but the consumption is still poor compared with a normal building season. The lead market is steady, and the prices for lead pipe at 8c and for lead waste pipe at 9c is firm, and the quotations are strictly net.

Ammunition.—A change in the discounts on Dominion ammunition has been passed by the association. Crown, Sovereign, Regal and Imperial are now 30 and 2 per cent. off, as compared with 30 per cent.

Brass Chain.—An increase in the price of brass jack chain is noted, the discount now being 45 per cent., as compared with 50 per cent. off. This increase can be directly traced to the rising metal markets.

Glaziers' Points.—The effect of the rising cost of spelter can be realized from the fact that the mills are announcing an advance in the price of glaziers' points. The new price is 30c a pound, as compared with 28c.

Screws and Bolts.—The market for screws and bolts continues very firm, particularly for the former, which, as previously pointed out, are directly influenced by the higher prices which must be paid for copper.

Rope.—The movement of rope is generally light, although there is a fair demand for lines entering into the country demand. Buying is generally close, and no disposition is shown to carry stocks. Following are prices:—

Pure Manila rope	15½c
British Manila rope	13c
African hemp	13c
Sisal	11c

Nails.—The movement of nails is only fair. There are indications that the country consumption is comparatively good, but there was heavy buying prior to the last advance in price, and stocks must be fairly heavy in the hands of retailers.

Fencing and Netting.—There is a very satisfactory movement of poultry netting, but the deliveries of fencing have largely been made, and present business is confined to re-orders.

Cutlery.—Some interest in cutlery for the June wedding-gift trade is already noted. This spring demand is becoming more and more important for the hardware dealers.

Builders' Hardware and Materials.—The demand for builders' hardware and builders' materials continues very light, and prospects are for a quiet season. New lists for builders' hardware will be out this week. The advances are generally as advised to cover the higher duty and increased cost of some raw materials.

Utensils and Stoves.—Prices of utensils are very firm on the recent advances which affected copper and galvanized ware. Demand for gas ranges continues fair, but other branches of the stove business are dull.

Sheet Zinc.—Despite the high prices prevailing for sheet zinc, still further advances are to be looked for, there being practically none available in the market.

TORONTO

TORONTO, Ont., May 20th—The general situation in the hardware trade is much the same as last week. The volume of business is perhaps hardly equal to last year for the corresponding period but the outlook is satisfactory as regards crop conditions which are very favorable. This feature in itself will have a decided tendency to brighten up trade but at the same time there is some uncertainty as to when industrial conditions will improve sufficiently to restore a greater feeling of confidence in the trade. Stocks are low and a cautious spirit is noticeable, buying being conducted along conservative lines. The country trade continues satisfactory and is making up for the falling off in the volume of business in the larger cities where the industrial depression is affecting trade, in some cases seriously. Some seasonable goods such as refrigerators and ice cream freezers have been affected by the cold spell of weather but other lines are in good demand. Gas and oil stoves are moving fairly well and there is a steady demand

for shelf hardware. There is a little more activity in the building trade but it is still considerably below normal. The demand for builder's hardware and supplies shows some improvement but a comparatively quiet season is anticipated.

Prices are being maintained and for some lines are very firm. An advance in wrought iron and galvanized pipe is announced due to increased cost of raw materials, notably spelter. For the same season prices of all galvanized sheets have advanced. The rope trade is being affected by a shortage of raw materials. Prices, however, are unchanged.

The Metal.—The situation as regards the metal markets is generally the same as last week. The demand for metals for munitions continues heavy and is if anything increasing, but ordinary business is quiet. All the markets are strong with the exception of tin which is easier. The spelter situation is unchanged and a scarcity of spot metal is still being experienced.

Tin.—The market is dull and easy with light inquiry. Visible supplies are increasing and the demand for spot and early deliveries is limited. In the New York market the difficulties attending the importation of tin is causing an indisposition to trade. Tin is quoted locally at 43c per pound.

Copper.—There is no change in the copper situation and the New York market is quiet but firm. The visible supplies have increased in London and the market there is easier. The position of copper is a strong one as the war demand is likely to increase rather than otherwise. Under present conditions a reaction in prices any moment is improbable. Quotations are firm at 21c per pound.

Spelter.—The market has developed great strength and continues to go higher. The demand is increasing and spot metal is very scarce. Nearly all the smelters are sold well ahead and the gradually increasing demand is making consumers who require immediate supplies to pay very high prices for their requirements. Spelter has advanced 1c and quotations are nominal at 17c per pound.

Lead.—The market is quiet but firm with a stronger undertone. Dealers report a good inquiry but buyers are not inclined to pay more than the quotation fixed by the Trust. Quotations are unchanged at 5¾c per pound.

Antimony.—There is no change in the antimony situation and the market is quiet but strong. The heavy demand for antimony for munitions continues and some brands are very scarce. Prices have advanced 2c and are nominal at 40c per pound.

Aluminium.—The market has become very strong with a higher tendency. Quotations are firm but unchanged at 23½c per pound.

Scrap Metals.—The market for copper and brass scrap is strong and prices very firm the demand for steel and iron scrap is light and prices are unchanged. Prices are given in the current market quotations.

Bar Iron and Steel.—The situation in the steel trade is unchanged. The demand for steel for shell forgings is increasing but otherwise the trade is quiet. Quotations for bars are firm but unchanged at $2.05 base.

Pig Iron.—The market continues quiet and uninteresting. The outlook for the immediate future is anything but promising and present conditions are likely to exist for some time, that is until the industrial situation improves considerably.

Wire Nails.—Business continues fair and the situation unchanged. The market is firm at $2.35 base. Cut nails are quoted at $2.20 base

Wrought Iron Pipe.—An advance in wrought iron pipe is to be noted on account of the increased cost of raw materials and in the case of galvanized pipe, the high cost of spelter. The new list is given in a panel on preceding page.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch ..	$3.80
Full Polished, 6-7 inch ...	4.95
Solder	32c-33c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled .....98c gal.	
Turpentine, in bbls.	80c
Poultry Netting	40% off
Galvanized Iron, 28	
Apollo and Fleur de Lis..	$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge galvanized	$3.45
Copper rivets, No. 7	38c
Rope, Pure Manila	16c
Sheet Zinc	16c
Iron Pipe:	
Galvanized, 1 inch.	$8.15
Black, 1 inch	$5.75
Lead Pipe:	
Coil, ...	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William..	$2.25
Winnipeg	$2.60
Paris Green:	
1-lb. pkgs. (case lots).....	25½c
Borax, per lb.	9c

Window Glass:	Sgle.	Dble.
Up to 25 in. .	$6.25	$9.00

Sash balance (Caldwell)	37½% off
Solder Irons	40c base
Shaving Soap (sticks, cream, powder), per doz.	$2.65

Lead Pipe.—The market is very firm but the demand although light is improving. Lead pipe is quoted at 8c and waste pipe at 9c.

Galvanized Sheets.—Business is quiet in galvanized sheets and plates but the market is unsettled on account of the spelter situation. Prices have advanced 25c all round and are given in the current market quotation.

Wire.—There is a little of interest to note but prices are holding firm especially galvanized wire. Smooth steel wire is quoted at $2.30 base.

Kitchen Utensils.—The advanced prices of galvanized and copper ware reported last week are being well maintained. A steady volume of business is reported.

Rope.—The situation as regards raw materials seems to be getting worse and it is extremely difficult to say exactly to what extent the market will be affected. Supplies of Russian and Italian hemp are practically cut off. Manilla is obtainable but only at advanced prices. The situation in Mexico does not look too promising and is seriously affecting the sisal market. Indications point to higher prices for rope but whether anything will be done in this direction is not certain. Business continues good and prices firm. See current market quotations for prices.

LONDON.

LONDON, Ont., May 19.—Cool weather has temporarily stopped the sale of summer goods, and business this week is only fair. Merchants are optimistic, however, and look for much better business when weather conditions improve.

Iron Pipe Advances.—New prices are now in effect on black and galvanized iron pipe, and net prices are now as follows:—

	Black.	Galvanized.
¼ in.	$2.22	$3.36
⅜ in.	2.22	3.36
½ in.	2.72	4.00
¾ in.	3.11	4.83
1 in.	4.59	7.14
1¼ in.	6.21	9.66
1½ in.	7.43	11.55
2 in.	9.99	15.54
2½ in.	15.80	24.57
3 in.	20.66	32.13
3½ in.	24.84	38.64
4 in.	29.43	45.78

Garden Tools, etc.—Sales of garden and lawn tools so far have been very satisfactory, although the cool weather of the last few days has had a tendency to temporarily stop the demand. Harvest tools are quoted at 40-12½ per cent; net prices on snaths are: No.3, $7.35 dozen; No. 2, $7.70 dozen; No. 1, $8.40 dozen. Scythes run from $7.25 dozen to $8.25 dozen. Spades and shovels are

quoted: Firsts, 60 per cent.; seconds, 55-2½ per cent.; fourths, 45 per cent.

Oils, Paints, etc.—There has been an excellent demand here this spring for nearly all lines of paint, and with the return of brighter and warmer weather the present demand will be greatly improved. Linseed oil is quoted as follows:

Raw Linseed—			
1 to 2 barrels	.....	82c	per gallon.
3 to 5 „	.....	81c	„ „
6 to 9 „	.....	79c	„ „
Boiled—			
1 to 2 „	.....	85c	„ „
3 to 5 „	.....	84c	„ „
6 to 9 „	.....	83c	„ „

Turpentine remains unchanged at last week's quotations; single barrels, 73 cents per Imperial gallon; 2 to 4 barrels, 72c per Imperial gallon; 5-gallon lots, 80c per Imperial gallon.

Wire Nails, etc.—Wire nails are quoted at $2.35 base, and cut nails at $2.70 base. Poultry netting is in fair demand at 45 per cent. off list; painted screen wire is selling well in 100-ft. rolls at $1.55 per 100 sq. ft., and at $1.60 per 100 sq. ft. in 50-ft. rolls; plain galvanized No. 9 wire remains at $2.30 per 100 lbs.; while No. 9 coil spring is quoted at $2.35. Barb wire is selling at $2.55 per 100 lbs.

WINNIPEG.

WINNIPEG, May 17.—Country business is quite satisfactory; city business very quiet. This sums up the situation in hardware circles and business generally in Western Canada. The end of the week brought copious rains, a real downpour over the western half of Manitoba and the whole of Saskatchewan and Alberta. "Rain in the nick of time and where needed," said Sidney Z. Smith, president of the Grain Exchange, on Saturday. As a matter of fact, about two inches of rain was reported from nearly all western points—Brandon to Calgary, Edmonton to the Boundary. These rains will give all grains a magnificent start, and are cause of just confidence to the business world. It is early yet to talk bumper crops, but the outlook is certainly better than average.

Country hardwaremen have had exceptionally good business in barb wire and woven wire fencing, and wholesalers report an excellent demand yet. This follows as a logical sequence of increased acreage under crop and in the organization of new municipalities and new by-laws regarding stock at large.

Iron Pipe Advances.

A general advance in black iron piping of 3 per cent. and on galvanized piping of 8 per cent., though not yet announced, is forecast. The very sharp advance in galvanized piping is due to the scarcity and high price of spelter. All galvanized goods will be affected by this scarcity in the near future. Galvanized iron has advanced 25 cents per cwt. on 26, 28 and 10¾., and further advances are looked for.

Contracting Business Quiet.

Builders' hardware is very quiet in the city, the contracting business usually of great volume and importance at this time of the year is practically non-existent. From all appearances very little building will be done this year in the Canadian West, and railroad construction will be very limited.

Metals Strong.

Copper and brass goods are sure to go up in value, as are all galvanized iron products. Spelter is scarce and dear, and black iron is very firm. These facts, following a recent advance of 8 per cent. in practically all lines of silverware, show that metals are stiffening all the time, and all indications point to much higher prices.

Flax Declines.

The flax market, which has been steadily rising during the past month, had a sharp break on Friday and Saturday of last week. Argentine flax is being thrown on the market, and should the decline have any permanence, cheaper linseed oil may be expected. Much will depend on industrial conditions affecting the consumptive demand.

ON THE MERCANTILE FIRING LINE.

(Continued from page 32.)

ments made by various firms, which have seemed to indicate that even the painting of a store has an effect on the volume of purchases. The late president of the United Cigar Company, was a great believer in this. "Why," he once said, "Our red, black, white and gold colors make men smoke."

A more important consideration, however, is the store approach.

"Don't have a bad step," it was urged. "It will keep some people out. Worse, it will bring some in with a little load of irritation. They will hardly understand this themselves, but your sales will suffer. Then have the departments clearly defined. Don't have everything jumbled together. That repels sales.

Emphatically it was stated that customers get ideas which either help or hinder buying from the appearance, the mannerisms, the general attitude of the clerks serving them. How a clerk walks, talks and dresses all help or hinder the selling of goods. These things, therefore, should receive attention just as much as should counter or window display.

There should be nothing about a sales person's dress that sticks out, demanding attention. That can be taken as a general rule. Jewelry hurts more sales than you imagine.

The importance of the voice in salesmanship, especially in the growing work of telephone salesmanship, received a good deal of attention from Dr. Neystrom. "The voice with the smile wins," he said. Then he proceeded to give a few suggestions for keeping an ear that smiles at the other end of the wire. Talk right into the machine, one inch from the mouthpiece. Remember it is your voice alone which is carrying impressions. You cannot help out your meaning with facial expression or gesture. Remember the vowel sounds travel easily by phone, but the consonant sounds are hard to transmit. Speak distinctly always and be courteous and patient.

Doctors have said that one person in seven is possessed of a bad breath. This is too bad for many reasons. It is fatal to salesmanship. There is a story Dr. Neystrom continued of a clerk whose breath was very bad, but whose employer, for fear of causing pain, forbore mentioning the fact, until chagrinned one day at seeing a lady turn away almost in disgust. When advised of the state of affairs—told he must improve his breath or seek a new position—the clerk was greatly disturbed. That night he attempted to blame his wife.

"Why didn't you tell me," he asked.

"Why," she said, "I thought all men's breaths smelled like that."

These, concluded the speaker, are a few practical and at the same time scientific suggestions. I believe that if you apply these—make your clerks apply them—if you couple them up with the information you are getting from your trade papers ,and magazines, that you will get splendid results.

Remember salesmanship is simply telling what you know of your goods so that you will make the right impression; but everything about you, about your clerk, about your store does something to convey impressions—and those which are not for you are against you.

WEEKLY PAINT MARKET.

(Continued on page 48.)

lead is stated to be very fine, but, apart from this, there are no indications of a revision of prices. The current paint market quotations contains the present schedule.

Whiting.—There is no improvement in the situation, and a scarcity of whiting is reported. Prices are unchanged, but firm.

Glue.—Stocks are light, and English glue is very scarce owing to difficulty being experienced in obtaining supplies. A scarcity of raw materials is also affecting the situation and quotations are very firm .

Paint Department

Hardwaremen are Advertising

Many Merchants Featuring Paints in Their Newspaper Advertisements—Extracts From Some of the Ads.

MORE advertisements featuring ready mixed paints are appearing in Canadian newspapers this year than in any past year. This does not refer, altogether to the consumer advertising that is being done by paint manufacturers, but rather to the advertising which is being done by the retail hardwaremen themselves. Although trade in paint lines which are sold to manufacturers has been rather quiet there has been a good steady sale of paint for household use. Retailers state that the paint trade this year is exceedingly good and that sales so far have been highly satisfactory.

The recent cool weather has had a tendency to slacken trade in painting materials but with the advent of warm weather the paint business will forge ahead. Landlords have been practically forced to do a great deal of painting this year. Clean-up and paint-up campaigns have had a good effect and have created many sales for paint.

Many house owners who put off painting last year owing to hard time cries, found that their buildings were deteriorating owing to lack of paint and have, therefore, entered the market. Other reasons might be quoted to show why many paint sales—have been made this year.

Retailers have not been slow to realize that paint is a good line to push this season and are spending their money freely on printers' ink. Readers will not doubt be interested in some of the reading matter that has appeared in recent advertisements. Only the introductory remarks are quoted:

The Mill's Hardware Co., Hamilton:

"Have the best decorated home in your neighborhood.

"That's the way to improve your home and neighborhood. It is a great pleasure to know that your house is the best looking in the neighborhood. Besides this pleasure it is a satisfaction to know that your house is well protected from the destructive elements of weather—sun, frost and moisture. Talk over the Neighborhood Improvement Idea with your neighbors. Plan to make yours the neatest and most attractive neighborhood in this city. Paint and flowers will make the change. Why not be the first to set an example—begin this spring to beautify your home and property. Paint your house, plant flowers and make a nice lawn. Think over this idea and decide to use Blanks' Paint. You will find their paint more economical, and will give better satisfaction than any you ever used. Ask for color cards. Remember our location. Opposite the New Royal Connaught Hotel."

Latham's Hardware, Moose Jaw, Sask.:

"Are you ready for the clean-up, paint-up campaign?

"Nature says to you, 'clean-up!' the grass cries out to you, 'Get the rubbish off and give me sunlight and air; give me a chance to get out.' Your buildings cry. 'Give us paint and we will look as good as new. Give us paint and we will repay you not only in looks, but in sanitation and durability. You be first and others will follow. Cleanliness mixed with some paint will make Moose Jaw healthy.' Yes, for this clean-up week we will make paint so cheap you can not help but buy."

John Bailes & Sons, Oshawa, Ont.:

"An arithmetic contest open to all boys and girls under 15 years of age residing in Ontario County.

"Four Questions—Which is the cheaper? By how much per gallon? Which is more economical? Why?

"So-called cheap paint made of adulterated material at $1.75 per gallon with a covering capacity of 300 square feet to the gallon, two coats, or Blank's Paint.

"Made of the purest of ingredients at $2.50 per gallon, with a covering capacity of 425 square feet to the gallon, two coats.

"Prizes to successful contestants. Cut out the coupons below, fill in your answers together with your name and address, bring it to our store, and if you have the correct answers we will present you with a handsome penholder free of charge."

The Weyburn Hardware & Furniture Co., Weyburn, Sask:

"Paint-up and clean-up week. The city looks better and brighter since its clean-up day. Why not continue it the balance of the week on the house and lawn. The result will more than compensate one for the outlay."

J. H. Ashdown, Hardware, Winnipeg:

"Brighten up your home. Just a little paint or varnish makes such a difference to your home, either inside or outside. It makes it more beautiful and more pleasant to look at and live in. In order to get the best results from your painting, choose Blank's products, they are absolutely pure."

W. J. Heard, Fenelon Falls, Ont.:

"Now is the time for repainting your house, both for protection against the weather and for the sake of its appearance. Then there is nothing that will show better returns for the time and money spent at house-cleaning time than paint and varnish used inside the house. Tell us what you wish to paint or varnish and we will show you a finish that will do it—and do it right. Blank's finishes are a line of paints and varnishes which do exactly what they are intended to do—give a right treatment to each surface. It is impossible to obtain one paint or varnish that is suitable for a wide variety of uses, so it is very important to obtain a product that is exactly suitable for the purpose you have in mind. Come in and talk it over. We may be able to help you with suggestions."

Self-confidence is a quality it will pay any business man to develop. But don't get this quality confused with overconfidence which has wrecked many a business.

A LEADER THAT LEADS

JAS-PER-ITE

"Registered"

The Present-Future Varnishes

Sold only in sealed lithographed cans. Quality and durability guaranteed.

A CABINET ASSORTMENT

Contains the following:

Exterior Finishing	Floor Finish	Pale Hard Oil Finish
2-1 Gals.	2-1 Gals.	2-1 Gals.
2-½ "	2-½ "	2-½ "
4-¼ "	4-¼ "	4-¼ "
8-Pints	8-Pints	8-Pints
8-½ Pints	(NO ½-PINTS)	8-½ Pints
5½ Gals.	5 Gals.	5½ Gals.

TOTAL 16 Gallons.

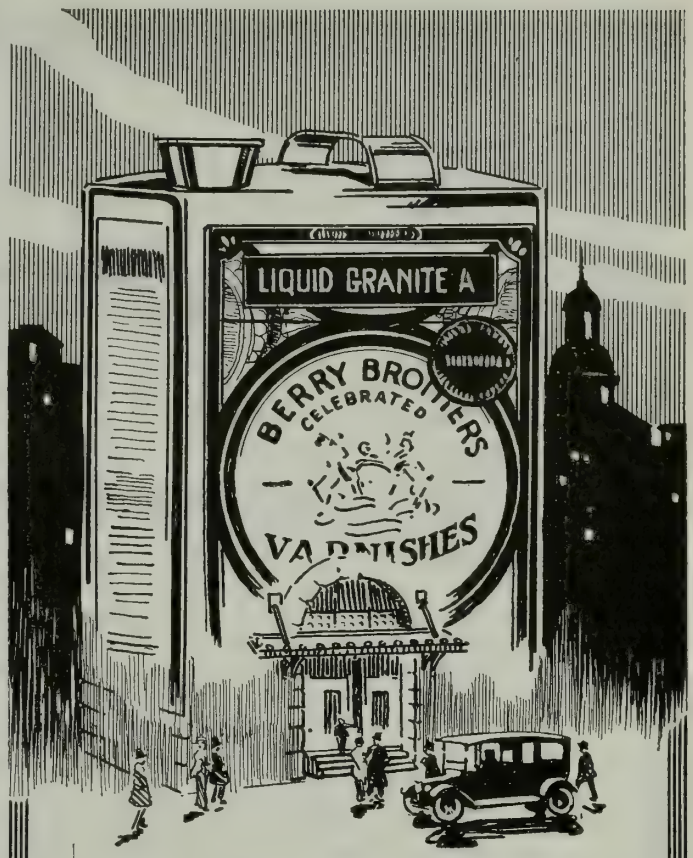
A Large, Handsome Display Cabinet Free
WITH FIRST ORDER.

Manufactured and guaranteed only by

The Ottawa Paint Works
and
Ottawa Varnish Co., Limited

Toronto OTTAWA Vancouver
CANADA

TORONTO BRANCH:
153 Duchess St.



The Brands That Loom Up Big

For over 58 years the products of Berry Brothers have been big sellers in the stores of thousands of dealers.

Home owners, painters, architects and contractors all know that the Berry Brothers label means satisfaction. The dealer knows that goods that give satisfaction mean profitable trade.

Are you getting your share of the profitable trade on Berry Brothers' brands?

If not, write to-day.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario (60)

Weekly Paint Markets

MONTREAL

MONTREAL May 20.—Although wet cool weather has to some extent taken the edge from the paint demand from the country districts, manufacturers still report a satisfactory volume of "outside" trade. The industrial consumption shows little or no improvement but the city store trade has brightened considerably with the spring paint campaign. General demand indicates continued close buying and stocks which have not been sufficiently heavy to meet the consumption; in other words the retailers are evidently getting better business than they had counted on when they placed their spring orders. Price changes during the week have not been important. There was a brisk movement of lead last week-end to complete booking placed for delivery prior to the 15th of May.

The big spread which has existed for some time in the linseed oil market in Montreal has caused Hardware and Metal to make careful inquiries as to the reason for the difference in quotations, amounting to as much as 8c. The conclusion is that the high prices may have a bearing upon the present cost of production but they do not represent the market for the time being so far as the retailer is concerned.

Linseed Oil.—With quotations of 82c and 88c for raw oil, and a proportionately large spread for boiled, it does not stand to reason that the figures can represent the real market to the trade. The market has existed in this state for some time and the conditions are worthy of careful analysis. Since the outbreak of the war there have been wide fluctuations in the flax market, which have had a direct bearing on the cost of production—and conditions have been very unsettled; with rising costs of production there has been a declining consumption. This has resulted in stocks of oil in the hands of some dealers and certain of the crushers, the cost of which does not compare with the present flax values. The result is that for the everage needs of the trade the low prices are prevailing in many quarters, dealers who are "short" quote the high figure. It is understood that the producing cost of boiled oil is 80c and that if allowance is made for the usual 10c% figured on small lots to the trade, the price would be 88c to 90c. But what the dealers should get and what they are getting are entirely different. Competition between paint houses and jobbers is so keen that oil in the hardware trade is becoming to be regarded much as sugar in the grocery trade, a staple to be handled at close profits to bring trade. Again there is still 50c oil in the market and the prevailing price of 85c represents a very satisfactory margin. The outlook, therefore, is for a steadily advancing market from the bottom quotations, as stocks become exhausted and the higher costs of raw material have a direct bearing upon the situation. Quotations have been arranged to indicate the market for existing stocks and the relationship of the high level warranted by present cost of production.

	Low	High	Low	High
	Raw		Boiled	
1 to 2 barrels	82-83	88	85-86	91
3 to 5 barrels	81-82	87	84-85	90
6 to 9 barrels	80-81	86	83-84	89
10 barrels and over	79-80	85	82-83	88

Gasoline.—Market is unchanged with prices prevailing as for some weeks. The movement continues in very fair volume. Drums are quoted at 15c gallan and tank wagon 14½c.

Turpentine.—In the turpentine market the conditions are somewhat the same as regards linseed oil. Refiners are quoting 68c, and to the trade the usual quotations are from this figure to 70c. At the same time one house reports a figure of 66c and a rather strang feature is that this same company gives the highest of the local quotations for oil.

	Per gal.
½-bbl. lots	71-73c
1-bbl. lots	68-70c
2 to 4-bbl. lots	67-69c
5 to 10-bbl. lots	66-68c

Lead and zinc.—The end of last week saw an active movement of lead. May 15th was the date when many booking contracts expired, and, in view of the fact that these, in many cases, were at lower prices than the prevailing market, the trade showed a disposition to take full advantage. The market continues steady and firm. Quotations are $8.95, with 30c advance for less than ton lots; zinc is around 14c in 25's.

Glass Situation.—The glass situation continues unsettled but the former price basis is nominally in force.

TORONTO.

TORONTO, Ont., May 20.—Conditions are more encouraging in the paint trade, and some nice business is being done with the country trade. Business in the city is not very brisk, although the fine weather has helped sales along. Cautious buying is the general rule, and lighter stocks are being carried than is usual. Prices are holding firm, but no changes have to be recorded this week except in turpentine, which has declined 5c a gallon. Linseed oil is firm at last week's quotations. The position of white lead is a strong one, and prices are holding very firm. The dry color situation is unchanged and irregular, prices having an upward tendency for some colors. The glass situation is unchanged and the market unsettled. Collections are not improving much.

Linseed Oil.—Quotations continue to be irregular and range from 82c to 89c. The market is firm, with slightly improved demand. Flax-seed is still around $1.86, and crushers are maintaining prices. There are, however, supplies of cheap oil still on hand, which is tending to depress the market, as oil is cheap at the present cost of seed. The following prices are generally being quoted in Toronto:

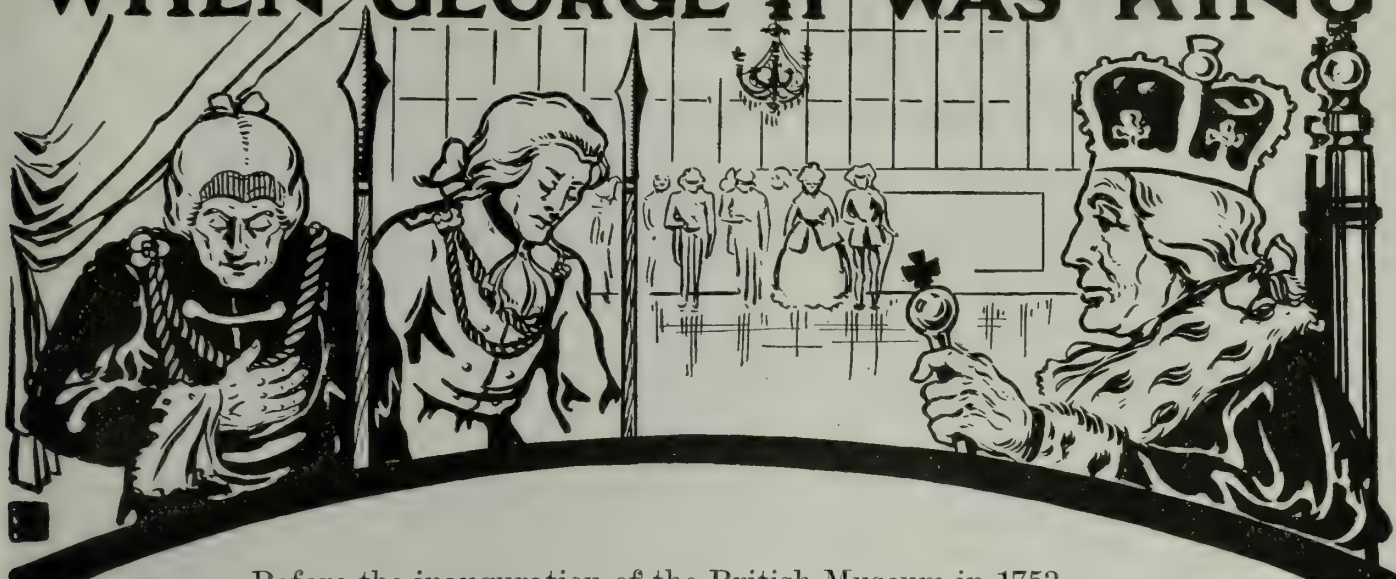
	Raw.	Boiled
Single barrels	82	85
3 to 5 barrels	81	84
6 to 9 barrels	80	83

Turpentine.—The market is unsettled and weaker, prices having dropped 5c a gallon. It is reported that producers have been holding some turpentine, and it is also claimed that production this year is one-third less than last. An attempt to stimulate business may also have something to do with the decline in the market. The resin situation is unchanged and prices are firm. The following prices are quoted in Toronto for turpentine:—Single barrels, 68c; 2-4 barrels, 67c; and 5-gallon lots, 75c per Imperial gallon.

White Lead.—The margin of profit on white lead at the present price of pig

(Continued on page 45.)

WHEN GEORGE II WAS KING



Before the inauguration of the British Museum in 1753.

Before the fall of Quebec in 1759.

Before the Steam Engine was developed in 1774.

Before the Declaration of American Independence in 1776.

And long before the "Times" was first published in 1788, the firm of Brandram Brothers & Company was manufacturing its products in England.

Their development of the Brandram process of corroding White Lead, which resulted in the standard Lead of the world, known as

BRANDRAM'S B.B. GENUINE WHITE LEAD



marks the greatest single improvement in the Paint Industry in the past two centuries.

The principle of this Process has survived all changes since its first manufacture, and this principle is applied in its perfection in Canada at the splendidly equipped corroding plant of

Our Booklet on White Lead will be sent to you on request.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 30 & 2%; "Regal" Dense Smokeless Powder, 30 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Pwdr, 30 & 2%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz. ...	9 00
Samson, single bit, handled, doz.	12 50
Samson double bit, doz....	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz.	6 75 9 50
Double bit	10 50 12 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal....	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE.	Per doz.
No. 0, ⅜ inch rim, 16x22....	4 25
No. 1, ⅜ inch rim, 18x24....	4 75
No. 2, ⅜ inch rim, 18x28....	5 25
No. 3, ⅜ inch rim, 20x30....	5 90
No. 0, ¾ inch rim, 16x22....	4 60
No. 1, ¾ inch rim, 18x24....	5 30
No. 2, ¾ inch rim, 18x28....	5 60
No. 3, ¾ inch rim, 20x30....	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz....	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ...	19 00

BOARDS (Wash).	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass).....	4 50
Western King (Enamel)...	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 14 70
Weighted, 20 lb., per doz.. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz....	8 40

CEMENT AND FIREBRICK.

Less than carload lots.....	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English..	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, Am., low.23 00	25 00
Fire clay (Scotch), net ton	6 50
Fire clay, American, net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)...	0 17
Cement (in 5 and 10 gals)..	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each $35 00

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base..	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets ...	3 10	3 25
All bright, 52 sheets ..	4 25	4 50

	Galvanized. Apollo	Crown	Gorbals
18x24	5 75	5 75	5 75
60	6 00	6 00	6 00
20x28	9 70	9 70	9 70
20x28 .....10 20		10 20	10 20

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs.. $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—	
IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



We Manufacture in CANADA

EVERYTHING FOR THE PLUMBER

Everything in

Babbitt Metals.

We Carry in Stock

EVERYTHING IN METALS

Our prices will interest you.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Consistent Big Quality

Jamieson's
PAINTS AND VARNISH

R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating
P. D. DODS & CO.

Quick-Selling Value

Satisfaction of to-day means repeat orders to-morrow.

Business thrives on satisfaction and dies without it.

Jamieson's Paints and Varnish

will make your paint department well patronized and leave you a good profit.

ASK US ABOUT OUR SELLING HELPS AND AGENCY PROPOSITION

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

DUCK.

Yarmouth 29 in.	Double	Standard Single
7 oz. .. 0 15¾	6 oz. .. 0 11½	
8 oz. .. 0 17½	7 oz. .. 0 13	
9 oz. .. 0 19¾	8 oz. .. 0 14½	
10 oz. .. 0 21¾	9 oz. .. 0 16¼	
12 oz. .. 0 22¼	10 oz. .. 0 18	
15 oz. .. 0 32¾	12 oz. .. 0 21½	

Standard, Single Filled, 36-inch.
7 oz. .... 017 10 oz. 0 23½
8 oz. .... 0 19 12 oz. 0 28½

F

FILES AND RASPS. Per cent.

Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 30 and 10%.

English pattern, 30 and 10%.

Galvanized washtubs, 30 and 10%.

Other lines, 30%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over ...	18

Toronto.

Any quantity, in bbls. ..	18
Drums, 40-gal., per gal..	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz. ...	4 00
Leather, 1½-in., per doz. ..	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over ...	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... ..Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz. ...	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr. ...	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special. Zenith	9 00
Atlas, steel covered .. $5 25	6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs. $1 03		$0 87
5 in., doz. prs., ...	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge— Under 12 in., per 100 lbs. ..	5 00
Over 12 in., per 100 lbs...	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10%
Corrugated, 1½ in., ft.... 0	11
Corrugated, ¾ in., ft..... 0	14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel....	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ....$	9 50
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each....	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each $2 00	

(Roped Extension).

20 ft.....$3 00		42 ft.....$ 7 95	
22 ft.....	3 30	44 ft.....	8 56
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each .....$	2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each .....$	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy .....$	11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.....	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby..	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. .....$	3 75
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 8c lb.		
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed ...	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)..	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross.....	42 00
Indian snap, per gross.....	38 00

MACHINES (WASHING).

	List	Each
Canadian .....$		5 00
Dowswell		5 00
Hamilton		5 75
Re-Acting		7 50
Snowball		8 00
Noiseless		8 25
Sunlight		8 75
Momentum		8 75
Waverley		7 50
New Century, style "A"...		9 00
New Century, style "B"...		10 00
New Century, Power, style "D"		24 00
New Idea, style "B"		11 00
Playtime, engine drive ...		11 00
Ideal Power		16 00
Seafoam, electric		60 00
Seafoam, engine drive		25 00
New Idea, electric		80 00
Sunshine		4 50
Popular, No. 1		5 25
Economic		6 00
Champion		9 00
Excell-All		11 00
Blue Bell, without stand..		9 00
Puritan Water Motor, complete		16 00
Hydro, One Tub, engine drive		26 00
Low pressure water motor washer, each		16 00
Connor ball-bearing, with rack		10 25
I X L		10 00
Gem		8 75
Winner		8 00
Connor Improved		5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $8 net.

More than 5000 active formulas are used

in producing *Sherwin-Williams* Paints, Varnishes, Enamels, Stains, etc.

For more than half a century this organization has been perfecting formulas and working out from practical tests the right finish for every purpose.

On this long experience, combined with the theoretical knowledge of our experts and the skill of our paint and varnish makers, the quality and value of all S-W products is based.

Not only are our formulas correct, but every raw material used in S-W paints and varnishes measures up to an equally high standard of purity and quality. Through these efforts to give the consumer the utmost satisfaction, The Sherwin-Williams Co. has grown to be the largest manufacturer of paints and varnishes in the British Empire. The dealer who sells S-W products not only has this great prestige behind him, which is a valuable asset to his business, but he is able to give his customers every satisfaction, and he is rewarded by a steady increase in sales and repeat orders.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE



THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Stock Watering Tanks

Here is something new for the Western Canadian Trade. Made from 20-gauge Galvanized Steel. Stamped sides and exclusive roll rim. No projecting edges for bridles or halters to catch on.

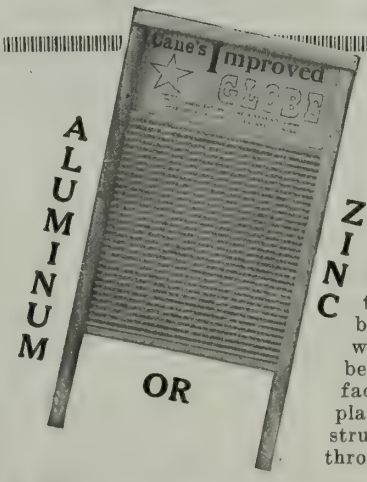
The strongest and most durable tank offered.

Write for literature and prices.

Winnipeg Ceiling and Roofing Co., Limited

P. O. Box 3006 H. **Winnipeg, Man.**

Cane Quality and Appearance BETTER STILL



The price of zinc having advanced so materially on account of war, it has now reached a point where aluminum in its pure form can be used in the place of sheet zinc, and we are prepared to deliver our standard brands of washboards, which have formerly been delivered with zinc face only, with aluminum plate, on receipt of instructions from customers, through the jobbing trade.

The Advantage in Using Aluminum

is that it is **less liable to crack, split or carry defects** that will tear the clothing being washed on it, and that it has much **brighter appearance than zinc** and is **more attractive and more easily** sold on that account.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONTARIO

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 17 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 45 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English) 7 00
Navy (English) 6 00
Plumbers (spun) 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc), 4c.
Brass, heavy, 9½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper heavy, 13½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 .... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in., (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON.)
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld. Per 100 feet.
Size. Black. Galv.
¼" and ⅜" ..... $ 2 22 $ 3 36
½" 2 72 4 00
¾" 3 11 4 83
1" 4 59 7 14
1¼" 6 21 9 66
1½" 7 43 11 55
2" 9 99 15 54
2½" 15 80 24 57
3" 20 60 32 13
3½" 24 84 38 64
4" 29 43 45 78
Lapweld.
2" .... $ 11 47 $ 17 02
2½" 16 38 25 16
3" 21 42 32 90
3½" 25 76 39 56
4" 30 52 46 87
4½" 38 10 55 88
5" 44 40 65 12
6" 57 60 84 48
7" 78 54 111 86
8"x25 lbs. per ft.. 82 50 117 50
8"x28 lbs. per ft.. 95 04 135 36
9" 113 85 162 15
10"x32 lbs. per ft. 105 60 150 40
10"x40 lbs. per ft. 135 96 193 64

PIPE (LEAD.)
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40 p.c. off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths ... 3 45
3 inch, in 10-ft. lengths ... 4 20
4 inch, in 10-ft. lengths ... 5 53
5 inch, in 10-ft. lengths ... 7 60
6 inch, in 10-ft. lengths ... 9 25

PITCH.
Pine, per bbl. 5 00

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs., .. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 27 p.c.; burrs, 15 p.c.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 15½
British Manila basis 13
African hemp basis 13
Sisal basis 11
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
(Basis ⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES BOXWOOD.
Rabone's. Per doz.
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. .....(53½).. 4 10
No. 1375—3 ft. .....(66½).. 2 50
No. 1112—3 ft., hf. bound.. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs.. 1 70
No. 1494—Brass blacks'hs.. 2 20

SAWS.
Simonds' Hand, 15%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SAP SPOUTS. Per 1000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.
Per cent.
Wood, F.H., brass 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened 60 10
Square cap ..... 50 and 5
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

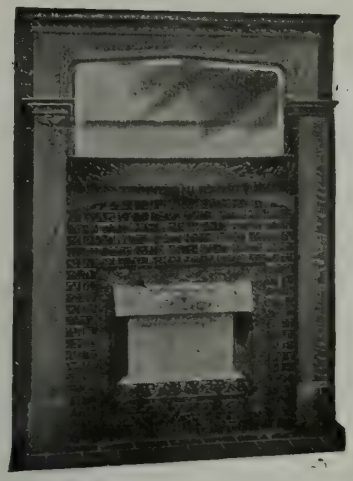
STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Ouinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 65
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. gauge Queen's Head Fleur-de-Lis Gorbal's best best
16-20 .. 4 30 4 05 4 30
22-24 .. 4 50 4 15 4 50
26 .... 4 75 4 50 4 75
28 .... 5 00 4 70 5 00
Colborne Crown — 16-20 gauge, $4.10; 22-24 gauge, $4.30; 26 gauge, $4.55; 28 gauge, $4.80.
Apollo Brand. Montreal
14 gauge 3 75
16 gauge 3 75
18-20 gauge 3 95
22-24 gauge 4 05
26 gauge 4 15
28 gauge 4 65
10¾ ozs. 4 85

Youngstown "New Process,"
Toronto.
Appollo Brand. Montreal.
14 gauge 3 75
16 gauge 3 75
18-20 gauge 3 95
22-24 gauge 4 05
26 gauge 4 15
28 gauge 4 65
10¾ ozs. 4 85



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

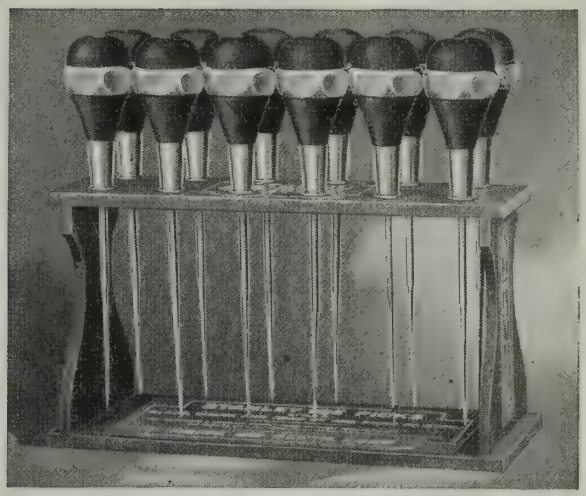
Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

Stanley Tools



"HURWOOD" ICE PICKS

Strongest, Sharpest and Handiest ever manufactured. Similar in construction to the celebrated **"HURWOOD" SCREW DRIVERS.**

They have a number of distinctive features that cannot help but attract attention. Full particulars upon request.

Two Assortments are Offered.

Style "E"—List Price per doz...$6.00
Style "F"— " " " " .. 4.60

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly st'dard wiping 0 25

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..$ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

TRESTLES.

5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each.6.00

TWINE (Binder.)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½

5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 21½
3-ply 0 19

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in.		10 25
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net 10 87
No. 52, doz., net 12 10
No. 63, doz., net 13 48

Common Galvanized.

No. 0, doz. 5 84
No. 1, doz. 7 82
No. 2, doz. 8 51
No. 3, doz. 9 71

Per nest.

Nests of 3—0, 1 and 2.....$1 85
Nests of 3—1, 2 and 3..... 2 17
Nests of 4—0, 1, 2 and 3.... 2 66

WOODWARE.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt ...1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ....$4.40 doz

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Copper wire, 25%.
Brass wire, 25%.

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

Barb		2 60
No. 9, coil spring		2 40
No. 9, plain galvanized		2 35
No. 12, plain galvanized		2 50
No. 13, plain galvanized		2 60
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop— Per cwt.

No. 12 .....$ 2 90
No. 13 ..... 3 00
No. 13½ 3 05
No. 14 ..... 3 15
No. 15 ..... 3 35
No. 10 ..... 3 50

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz. 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled, 1041E 72 00
Challenge, 311 E 51 00
Gem, 141E 49 50
Sunlight, 111 ..... 42 00
Ottawa, 341E 56 25
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks 18 50 15 00
Part cask 19 00 15 00

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been making good"—for us, for the dealer and for the man who finally uses them on the job.

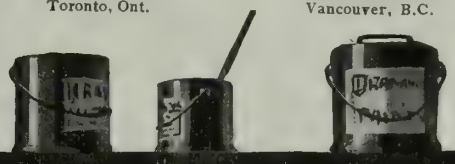
Write us for prices on whatever you need. Ours is "The Complete Line."

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal

48 Colborne Street, Toronto, Ont.

167 Pender Street, Vancouver, B.C.



Made in Canada

FRANCO

TRADE MARK

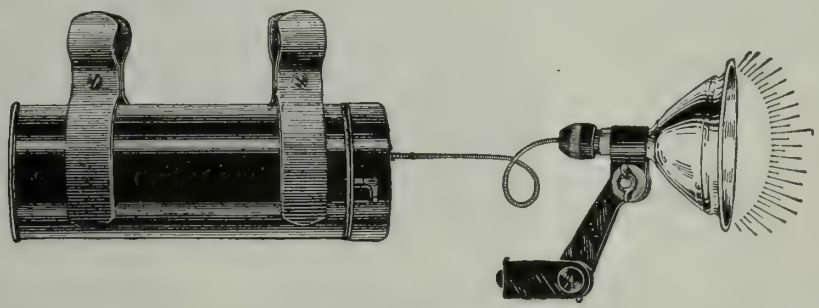
Electric Lighting Outfit for

BICYCLE, MOTORCYCLE, CARRIAGE, CANOE, ETC.

Join the ranks of the "Francoites" and handle an "up to the minute line."

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, LIMITED

220 King Street West TORONTO, ONT.



4819

To meet the demand for a popular-priced headlight for bicycle, motorcycle, carriage, canoe, etc., we have placed on the market the outfit shown.

Constructed of brass throughout, highly nickel plated and polished, with bracket for attaching and container for necessary batteries.

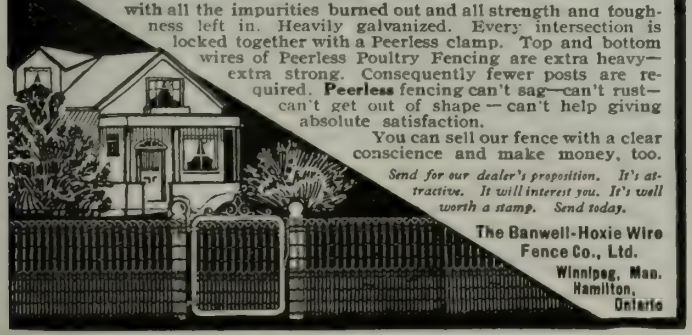
PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape — can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.



The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Man.
Hamilton, Ontario

Table and Pocket CUTLERY

CABINETS AND CASED GOODS

RAZORS, SCISSORS



To ensure that the goods you buy are of

BRITISH MANUFACTURE

see that they bear the

FLAG AND CROWN

Registered Trade-Mark

of

HRS & Co.

HENRY ROGERS, SONS & CO., LTD.

WOLVERHAMPTON and SHEFFIELD

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ...$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 3 00

COLORS (DRY)	Per lb
Raw Umber 100 lb. keg..	0 10
Burnt Uumber, 100 lb. ...	0 10
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs..	0 12
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 19
Vermillion, English, bags.	1 25
Venetian red, best bright.	0 02
Venetian red, No. 1	0 02
Drop black, pure dry	0 12
Golden ochre, 100 lb. kegs	0 04
White ochre, barrels	0 04
Yellow ochre, barrels ...	0 01¾
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 16
Chrome yellow, pure ...	0 24
Golden ochre, pure	0 15
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure .	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB	1 65

GLUE.	Per lb.
French medal	0 18
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 46
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 ....10 50	
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond. Size United Inches.	
Under 26 ....$ 8 60	
26 to 40	10 06
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 80
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts. Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine $9 55		$9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine ... .10 15		10 30
C. P. Co. decorat's pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead .	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephen's H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt. ...	7 37½	7 62½
1 casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots..	$16 50
2 lb. pkgs., per 100 lbs...	16 50
5 lb. pkgs., per 100 lbs...	12 50
25 lb. pkgs., per 100 lbs...	11 50
100 lb. pkgs., per 100 lbs...	10 00
200 lb. kegs, per 100 lbs. ..	9 75
300 lb. pkgs., per 100 lbs....	9 25
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OIL (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED.)

	Per gallon
Sherwin - Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moor Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle..	1 70
Martin-Senour, 100 p.c. pure	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City ...	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color	2 25

PARIS, PLASTER.

Per bbl.	2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case..	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ...	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks 9-9½	
Orange Mineral, 100-lb. kegs 9½-10	

PRIMER.

Luxeberry Primer $2 25	

GLAZERS' POINTS.	Per lb.
Zinc coated	0 12

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans $0 18	
2 lb. cans	0 18
5 lb. cans	0 17
10 lb.. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums .	2 50	2 60
Bulk, 25-lb. drums..	2 60	2 70
Bladders, in bbls. ..	2 80	2 90

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls. ... See weekly report		

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. ....$ 3 00	

STAINS.	Gal.
Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish ...	3 00
Shingletint, 5 gal. cans ...	1 15

VARNISHES.

	Per gal. cans
Liquid Granite $3 00	
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap..	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Flattine floor finish	3 00
Stovepipe varnish, ½ pints, gross	9 00
Pure white shellac varnish..	2 15
Pure orange shellac varnish	2 00
No. 1 orange shellac varnish	1 85
Kyanize floor finish	3 25
Kyanize cabinet rubbing ..	3 25
Kyanize spar	4 25
Kyanize stains	3 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)

Cream	0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅜
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 10

ZINC (DRY.)	
Extra Red Seal, V.M.	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 14-15	
No. 1, in 25-lb. irons ... 9-10	
No. 2, in 25-lb. irons 7- 8	
Pure in Damar Varnish..	0 25
Superfine 12 00	

Special Orders or Odd Sizes Shipped Promptly—

We are fully equipped to handle your special orders with the greatest dispatch. We offer you both price and service equal, or even better, than can be obtained elsewhere. The advantage of securing your material in exactly the size you want saves you paying freight on waste, also the time and labor otherwise required for alterations.

Warehouse Department Ships Same Day as Order Received

Our stock-on-hand of standard and miscellaneous steel and iron is very complete, enabling us to fill your orders promptly. Our tracing department will follow your orders through to destination — insuring prompt delivery. Send us your orders for

Bars	**Tees**	**Rails**	**Sheets**	**Turnbuckles**	**Bolts**
Tubes	**Plates**	**Nuts**	**Rivets**	**Spikes**	**Angles**

SEND FOR OUR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 65c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 37c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft, $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent., off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng..	5 50	5 85
28 Am. or 26 Eng.	5 25	5 60
26 Am. or 26 spec'l	5 00	5 35
24 Am. and Eng...	4 60	4 95
22 Am. and Eng...	4 60	4 95
18 & 20 Am. & Eng.	4 50	4 80
16 Am. and Eng. .	4 35	4 65

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz, $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trouble short globe, doz. .. 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c, gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 25½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $3.85; ⅜, $3.90; ½, $4.70; ¾, $5.65; 1 inch, $8.15; 1¼, $11.25; 1½, $13.50; 2, $18.

IRON PIPE.
Black, ¼ inch, $2.65; ⅜ inch, $2.70; ½ inch, $3.40; ¾ inch, $3.85; 1 inch, $5.75; 1¼ inch, $7.80; 2 inch, $12.50; 2½ inch $19.80; 3 inch, $25.65; 3½ inch, $31.05; 4 inch, $36.90; 4½ inch, $45; 5 inch, $53.10; 6 inch, $68.40.

PLASTER. Paris, per bbl., $3.25

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 16c.
Black Steel Sheets.
10-12 gauge 3 60
14-16 gauge 2 90
17-24 gauge 3 35
26 gauge 3 45
28 gauge 3 60

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.50; ball, $11.20.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 32 to 33 cents.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B.; $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



ONCE there dwelt in a distant land a man of wisdom so rare and judicious that the high and the lowly, the princes and the merchants alike journeyed to seek his counsel. And so it came to pass that one day a certain merchant undertook this long and arduous pilgrimage, for there were many to feed and shelter in his household, and his business was not progressing.

He arrived at the home of the dispenser of Knowledge, and when his turn came to be shown into his presence he fell upon his knees and asked:—"What must I do to become a successful merchant and lift me and mine out of the insignificance into which we have fallen?"

The oracle bowed his head in thought, then his brow cleared and he made answer: "Regard business as more than the barter of merchandise. Keep your eyes fixed always upon an Ideal, and let it be this that I shall give you. Return to your home and study how best to serve your customers, how most carefully to guard their interests. Conduct your bazaar in such a manner that you give the best that is in you at all times, and verily your days shall be long and prosperous, for no greater asset can a merchant have than the reputation for conscientiously ministering to his customers' needs."

The pilgrim thanked the Wise One and turned his face towards home, but with a heavy heart; for the advice seemed calculated to impoverish the merchant in order that the customer might pile up his store of shekels. But, as he trudged along on his long and toilsome way, the thought began to take form, and the romance of having an Ideal made strong appeal to his Eastern soul, and as he thought and evolved new ways whereby he might help his customers to help themselves, the distance lessened magically, and his feet moved more lightly, and soon he found himself within the walls of his little shop now glorified by his Ideal.

Time passed, and always he found new ways to serve his customers, and his bazaar grew famous, and people came from lands afar to buy his Merchandise; for always he sold them Merchandise-plus-Service.

Humanity is the same whether it wears the flowing robe of the East or the practical garb of the workaday bustling Western world. What applies in the bazaars of the Orient is equally true of the warehouses, factories and shops of to-day. For 30 years we have kept before us always an Ideal and never swerved from the path that led directly to it, and it has been our policy of "Merchandise-plus-Service" that has made friends and successful Merchants of our customers throughout Western Canada.

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"



A Straight Talk from the Manager

Train Your Clerks to Read the Advertisements

ONE day last week the Editor of Hardware and Metal visited a hardware store in Western Ontario, and watched a clerk lose six sales in the course of half an hour.

¶ That clerk was not efficient, and indeed, there are few salesmen in any line whose efficiency cannot be increased, under proper direction.

¶ Your store will make more money for you if you can get your clerks into the habit of reading Hardware and Metal's advertisements every week. They will pick up many hints on how to sell the goods you have in stock, or to book orders for goods that you can secure by express or fast freight, with the minimum of delay.

¶ The clerk who studies Hardware and Metal, will rapidly acquire an education in hardware which will make him a valuable man to you, and it is no disparagement of the Editorial pages, to say that the advertisements will give him his most profitable lessons.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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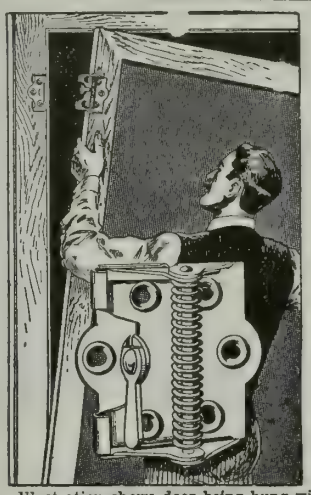
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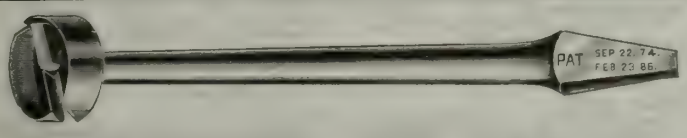
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Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

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Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Smith & Hemenway Co., New York.

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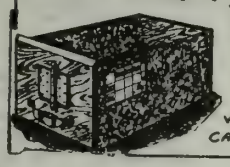
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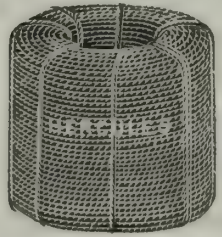
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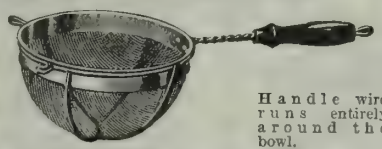
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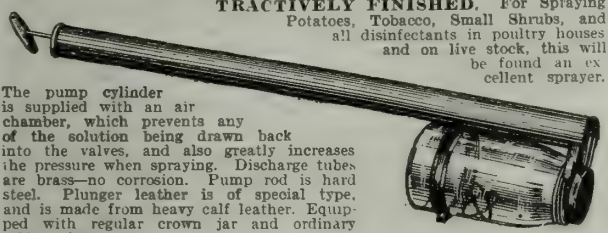
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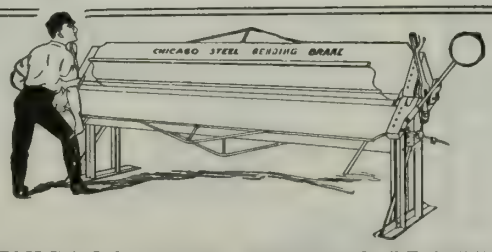
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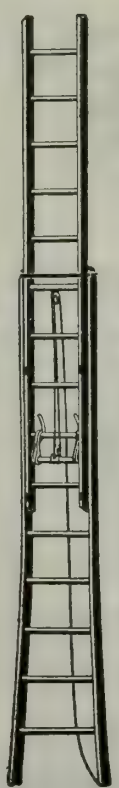
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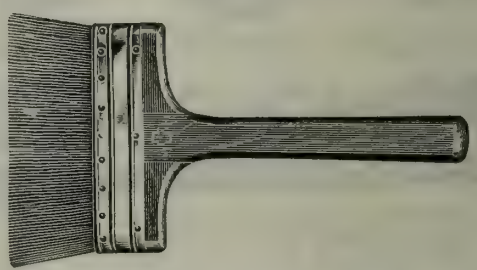
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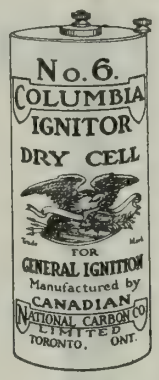
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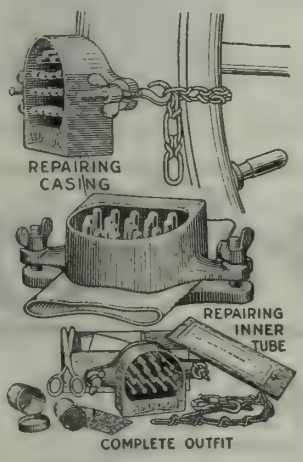
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Write for complete illustrated catalogue of Spring Scales and Butchers' Cutlery

THE WHITE MOP WRINGER



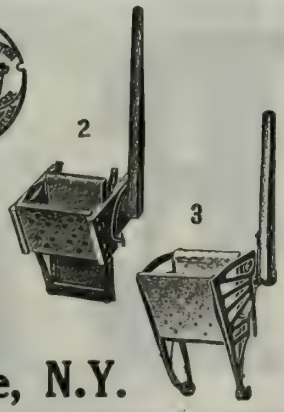
always bears this trade-mark

LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



Halt At Your Window

the eyes of many possible customers by a display of ROSS RIFLES. Military and Civilians alike will be interested.

Show the Ross Cadet together with the Military and the Sporting models.

The Ross Cadet is a specially good seller in these days of juvenile rifle clubs.

Ross Rifle Company

QUEBEC, CANADA

SALYERDS HOCKEY STICKS

Distinctive Quality—Reasonable Price



Salyerds' Special takes the lead through Canada and United States. SOLD ONLY THROUGH WHOLESALERS.

E. B. SALYERDS
Preston, Ont'



Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately. **Prompt Shipments. Reasonable Prices.**

London Bolt & Hinge Works
LONDON, CANADA

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

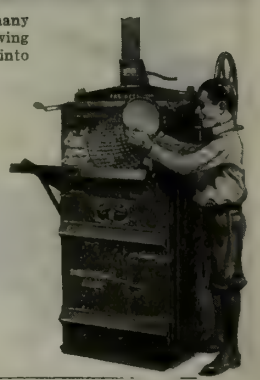
Cash For Waste Paper

You, like thousands of others, are wasting many dollars—perhaps hundreds—every year, by throwing away waste paper. Stop this waste—turn it into profit by using the

ALL STEEL Schick FIREPROOF

Paper Baler

All steel—absolutely fireproof—strongest—simplest—easiest to operate. Will last a lifetime, yet pays for itself first year. Write to-day for **low prices** and **free trial offer.**



DAVENPORT MFG. CO.
Dept. "H.M." Davenport, Iowa

GALVANIZED and BLACK STEEL SHEETS

Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

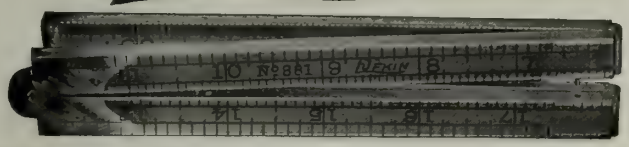
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

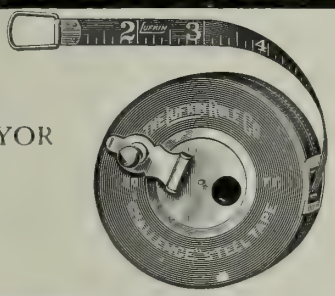
When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN





SOLD BY ALL JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



AN ADVERTISEMENT FOR MANUFACTURERS
OF HARDWARE AND ALLIED LINES.

Here Is Real "Staying Power"

Subscription discontinues have always been very light on Hardware and Metal, but our subscribers this year are showing unusual "staying power." For the first four months, discontinues are 15% less than for the same period last year. This is a remarkable showing, in view of the wide-spread policy of "cutting down expenses." It proves that Canadian hardwaremen regard their trade paper as an investment rather than an expense.

In another respect, too, our subscribers are showing fine "staying power" —and that is in holding their entrenchments securely against the assaults of business depression. The casualty lists published in Dun's and Bradstreet's contain many names of hardware merchants, but it is found on investigation that few of Hardware and Metal's subscribers are falling by the wayside.

Considering the thoroughness with which Hardware and Metal covers the Canadian hardware trade, this also is a remarkable showing. It is evident that hardware merchants who read Hardware and Metal are trained to be better business men—the kind who may be depended upon to meet their obligations promptly.

If you were to ask a dozen successful Canadian hardwaremen, at random, to name their favorite trade paper, it is more than likely that they would ALL say "Hardware and Metal." The older ones would probably tell you that they had been subscribing to Hardware and Metal continuously for more than a quarter of a century.

They are the kind of men with whom you, as a manufacturer of hardware, are anxious to do business. Don't you want to introduce yourself to them through Hardware and Metal's advertising pages? Let us help you to work out a campaign that will strengthen your sales organization just where it needs to be strong.

HARDWARE AND METAL

CANADA'S ONLY HARDWARE WEEKLY

(ONE OF THE MACLEAN TRADE NEWSPAPERS)

Toronto, Montreal, Winnipeg, Boston, New York, Chicago, London, Eng.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 May 29
No. 22 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

Can Your Plant Make More Money For You?

Yes, if you can sell more goods at a smaller ratio of expense. And this can be done in two ways:

1. By inducing more hardware merchants to push your line.
2. By inducing your present dealers to speed up in selling your goods.

Both these results can be accomplished at a minimum of expense, by forceful advertising in Hardware and Metal. A strong advertisement every week will gradually break down the opposition of many powerful merchants who have hitherto withstood your best efforts. It will give to your present dealers a stronger belief in your goods and a greater enthusiasm in recommending them to their public.

May we help you to build up a sales-winning campaign? Our staff of experienced business men and advertisement writers is at your service.

HARDWARE and METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal, Toronto, Winnipeg, Boston New York, Chicago, London, Eng.



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



Tell Your Customers

to beautify their homes by fencing the lawn and garden with Peerless Ornamental Fence.

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

PEERLESS

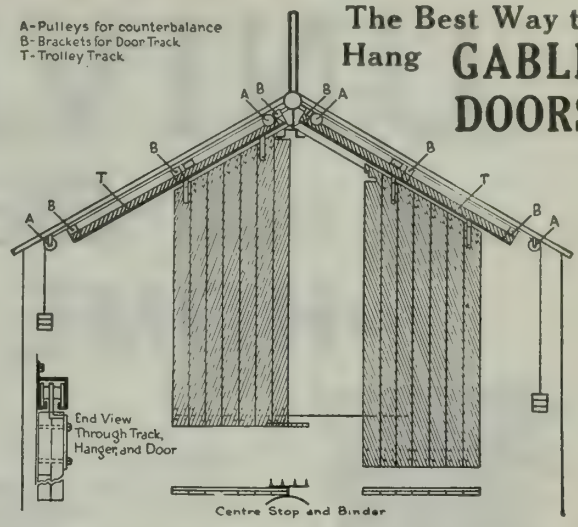
Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag In addition to galvanizing, every strand is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless Ornamental Fence is made in several styles. It's easy to erect, and holds its shape for years.

Send for free catalog. If interested, ask about our farm and poultry fencing. Agents nearly everywhere. Agents wanted in open territory.

The Banwell-Hoxie Wire Fence Co., Ltd.

Winnipeg, Man. — Hamilton, Ont.



The Best Way to Hang GABLE DOORS

No. 278 Gable Door Fixtures

JUMP-PROOF, STORM-PROOF, BIRD-PROOF

Show this to the next farmer who comes into the store and hear what he says!

MATERIAL REQUIRED

2 Lengths No. 31 Trolley Track
4 Center Brackets
4 End Brackets
4 278a Cable Pulleys
2 Pair No. 20 or 21 Hangers
1 Center Binder
Cable
Weights

"A Hanger for any door that slides."

Richards-Wilcox

CANADIAN COMPANY, LTD
LONDON, ONTARIO.



A PROFITABLE ADDITION TO YOUR AUTOMOBILE ACCESSORY STOCK

CARBORUNDUM VALVE GRINDING COMPOUND

EVERY automobile, motorcycle and motor boat owner needs it—it's the compound that cuts the Carbon—removes the pits, quickly, easily—leaves the valve with a clean, true seat and only half the time half the effort is needed. The compound is a mixture of Carborundum grains and a high-grade grease—and you know how Carborundum cuts.

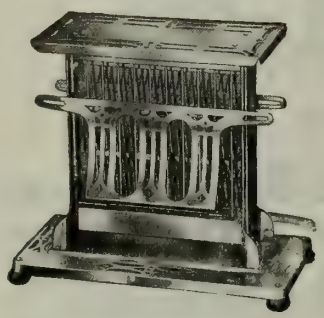
Put up in the handy combination cans holding coarse and fine compound or in collapsible tubes.

Put Carborundum Valve Grinding Compound on your shelves. It won't stay there long. Write for prices and discounts, advertising material, etc.

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

UNIVERSAL
Electric
HOME NEEDS



UNIVERSAL
Electric Toaster No. E944

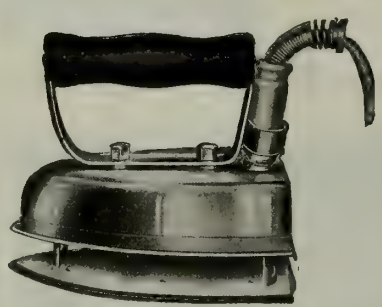
Base your Spring and Summer selling campaign on a line of electrical appliances which bear the guarantee of a firm that has been in business for over seventy-five years.

Your customers are all familiar with UNIVERSAL Home Needs and they know that every article bearing the UNIVERSAL trade-mark will satisfactorily perform every service claimed for it.

The appliances shown here are especially suitable for warm weather business—they sell quickly and stay sold, allowing you a good margin of profit on the sale.



UNIVERSAL
Electric Coffee Percolator
No. E9637



UNIVERSAL
Electric Iron No. E903

UNIVERSAL

When you sell UNIVERSAL Electrical Appliances you have several talking points that you won't find in any other line—points that will in nine cases out of ten clinch a sale with an undecided customer.

These points include the UNIVERSAL Fusible Plug Safety Device (in all UNIVERSAL Electric Home Needs designed to heat a liquid), which absolutely prevents all danger of the heating element burning out or setting fire to the table. This is an exclusive feature, found only in electrical appliances made by us.



UNIVERSAL
Electric Tourist's Iron
No. E9021



UNIVERSAL
Electric Round Radiant Grill No. E984

Another advantage in carrying UNIVERSAL Electric Home Needs is the promptness with which your orders are filled, making it possible for you to carry a small stock which you can turn over many times in the course of the year with an added profit on each turnover.

For prices, etc., write to your Jobber or direct to us.



UNIVERSAL
Electric Boiler No. E9932

LANDERS, FRARY & CLARK
New Britain - - - Conn.



"You'll use a Disston Saw, too, someday"

Saws and Tools That Last For Generations

It takes a mighty good saw to serve two or three generations of mechanics, yet there are numerous cases where a Disston Saw has passed from father to son more than once in its lifetime. This quality of great durability is only one of the many that attest the wonderful superiority of Disston Saws.

The reputation which has been built up in the past 73 years for these saws is shared by other Disston products, for

Disston

SAWS TOOLS FILES

all embrace those distinguishing qualities of durability, efficiency and ease in handling which have enabled them to set a standard for high-grade tools that is world-wide in its scope.

We carry a complete line of these famous saws, tools, and files.

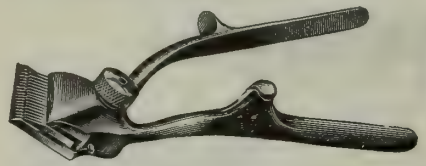
Lewis Bros., Ltd.

MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

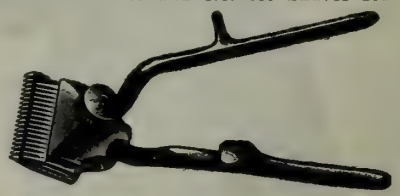
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



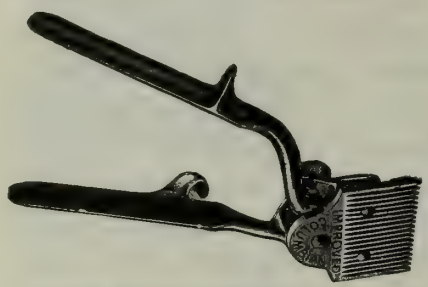
STANDARD No. 0, No. 1, and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



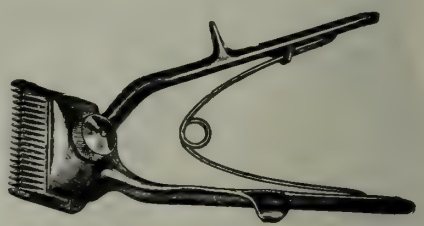
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

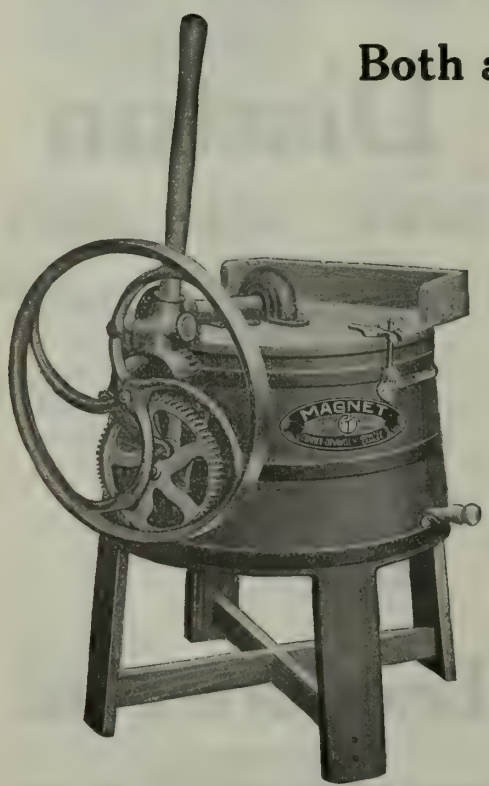
A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

New Machines with an Old Trade-Mark

Both are Cummer-Dowswell's



The "MAGNET" is one of the easiest running and most convenient to operate hand washers of the many we have produced. It can be operated sitting or standing. The mechanism is attached to side of tub (instead of cover), and can be belted to either gas, gasoline, steam engine, windmill or electric motor power without any change to gearing. Cover can be lifted without removing belt or stopping power.



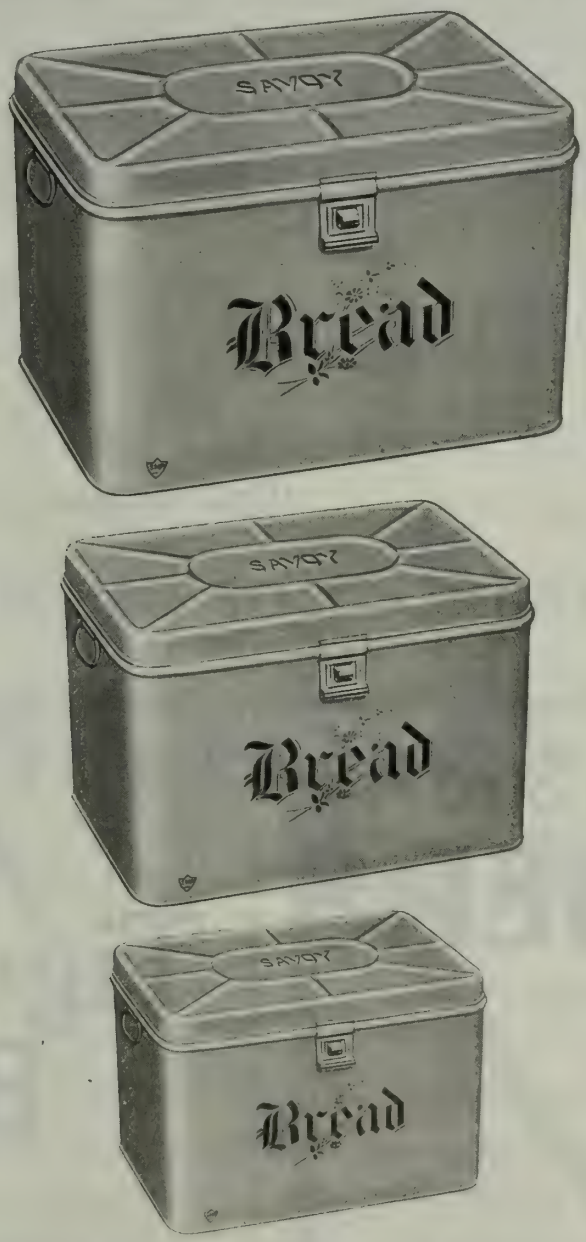
The "NEW CENTURY JUNIOR" is a swinging tub hand washer built on the well-known and time-tested NEW CENTURY principle, but without a rod up through centre, leaving nothing inside the tub but two rubbing boards.

Both have the same perfection in construction, materials, easy running and lasting qualities that have made our products known and used from Halifax to Vancouver.

Always use C-D Wringers with C-D Washers.
The Combination gives Unequalled Results.

CUMMER-DOWSWELL, Limited
HAMILTON, ONT.

SAVOY BREAD BOXES



Made in three sizes to sell at popular prices.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

IMPERIAL CARBIDE



A NEW AND BETTER CALCIUM CARBIDE

MADE IN CANADA

in the largest and most modern carbide factory in Canada.

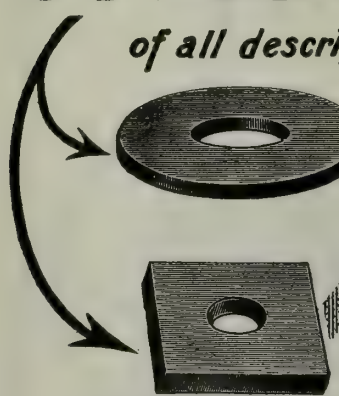
Uniform quality—Highest gas yield.

Write for information to

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON



QUALITY FIRST

Think quality first when recommending lawn bowls and sell

SAMSON LAWN BOWLS

They are representative of the best British Manufacture, and their appearance, lasting qualities, full weight and correct bias, tell strongly in their favor.

FULLY GUARANTEED

HOWLAND'S SAMSON QUALITY

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE LIMITED

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

HOWLAND'S SAMSON QUALITY

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

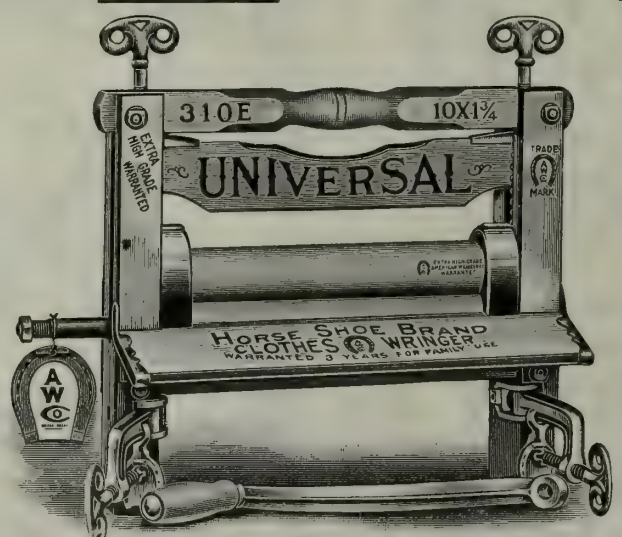
MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

THE STEEL COMPANY OF CANADA LIMITED

FIRST QUALITY

THE STEEL COMPANY OF CANADA LIMITED

The store that sells first quality products will always be remembered and sought after when the next purchase is made.

The satisfaction derived from seeing our customers prosper gives us encouragement to continue producing a first quality line of products.

We manufacture and guarantee our

Wire,
Wire Nails,
Staples, Tacks, Shot,
Wood and Machine Screws, Rods,
Bolts and Nuts, Rivets and Burrs,
"Tiger" White Lead, "Invincible" Fencing,
Wrought Pipe, Lead Pipe, Iron and Steel Bars,
Carriage Top Material, Pole Line Hardware,
Boot Calks, Bright Wire Goods,
Corrugated Fasteners,
Bale-Ties.

SALES OFFICES

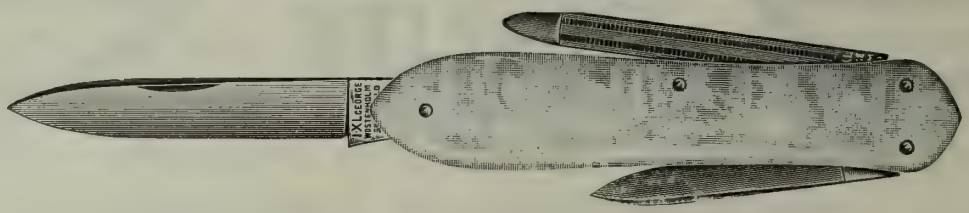
HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN, N.B.	HALIFAX

Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I·XL Cutlery

Quality—pattern—finish—unexcelled

I·XL  I·XL

Each blade hand forged, inspected, and thoroughly tested, by master workmen before leaving the factory.

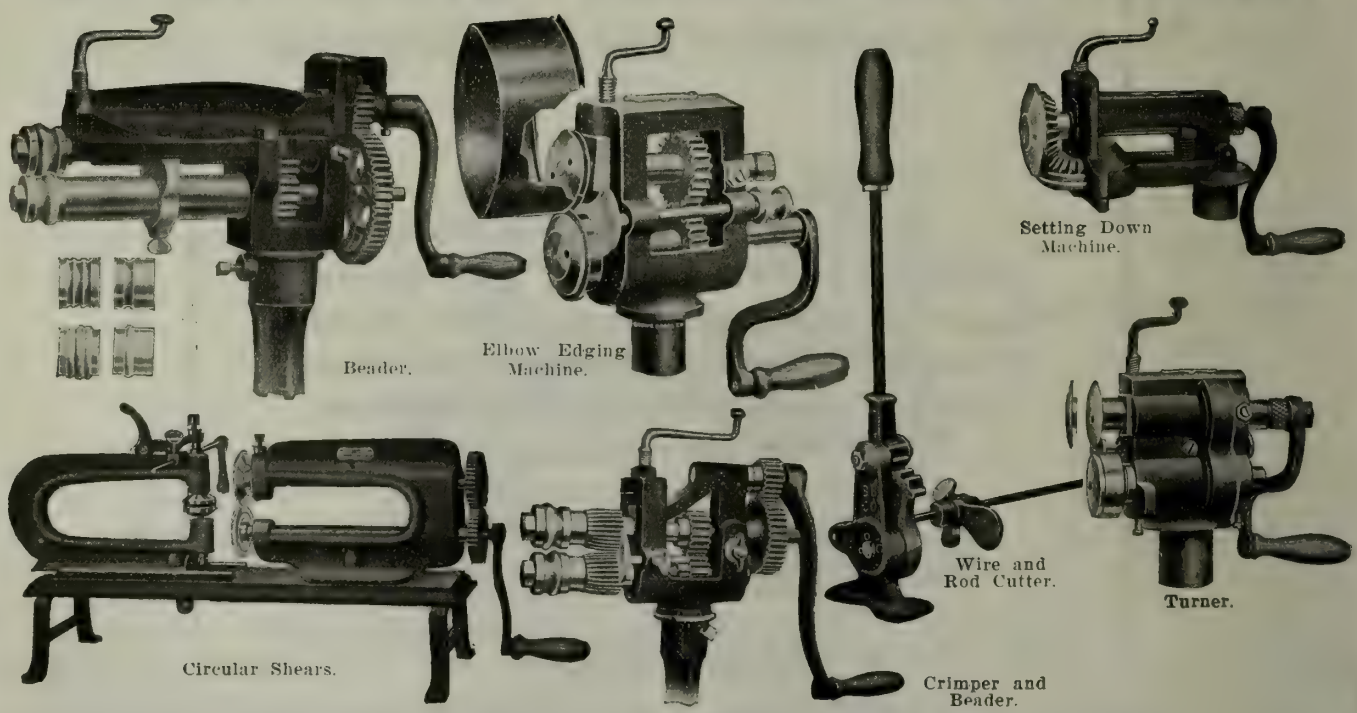
Can now be had in full range of former German patterns.

Stocked by all leading jobbers.

A. Macfarlane & Co.,
Montreal

Canadian Representatives

EVERYTHING-FOR-THE-TINSMITH



THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA

Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.

Western Representatives:—MESSRS. BISSETT & WEBB, Winnipeg and Edmonton



30 - year-old proofs, not mere claims, back the merits of the Galvanized

"EASTLAKE" SHINGLES

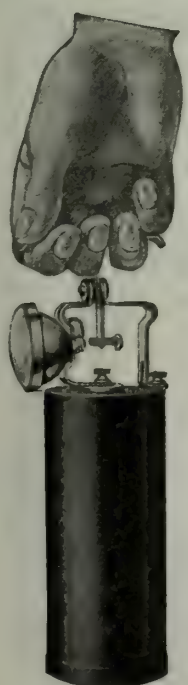
People ask us "How long will 'Eastlake' Shingles last?" We say frankly we haven't been making them long enough to find out. "Eastlake" roofs made and laid 30 years ago are in splendid condition to-day and look good for another 30 years at least. The day of the wood shingle is past. The fire menace and all-round expense is too great. The day of the "Eastlake" Steel Shingle is here.

Let us send you the facts you need to get after the metal roofing business and make money. Write to-day to

The Metallic Roofing Company, Limited

TORONTO **Manufacturers** **WINNIPEG**

Here Is The Very Latest



THE VERILITE

Neat **Practical** **Inexpensive**

This is the most efficient device that has yet been placed upon the market. The reflector and lamp are both the best obtainable, and all parts are fully insulated so that there is positively no loss of current.

RETAILS AT $1.00 EACH

Our Price to Dealer $7.80 per Dozen

The handle can be folded over to either side for convenience when the battery is laid on its side. Packed in separate neat cartons—easy to stock and easy to sell.

Will Fit Any Ordinary No. 6 Battery

Send trial order to-day.

Duncan Electrical Company, Limited

86 Grey Nun Street, MONTREAL

Sales Agents: Saunders & Wainwright, St. Nicholas Building, Montreal

THIS SPELLS P-R-O-F-I-T!

PRICES: reasonable, non-fluctuating and the same to all.

RANGE: over 4,000 different patterns. The **Right** file for **Every** use.

OUTPUT: 60,000,000 yearly. Quantity production insures **Quality** at lowest cost.

FACILITIES: 5 great plants, filled with special machinery, insure accuracy and uniformity in every file.

INTENSIVE ADVERTISING: to every field; every day; year in, year out.

TRADE: We supply 90% of Canada's file requirements. Won — and held — on merit alone.

From every angle, the "Famous Five" spells PROFIT. You can *prove* this by ordering a small shelf-stock TO-DAY.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(Made in Canada)

NICHOLSON FILE CO.

Port Hope, Ontario

(Jobbers Everywhere)

"File Filosophy" and our Catalog on request.







Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.



NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Hardware Dealers—An exact duplicate of the ad. below appears in the May 27th and June 3rd issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Calipers

Kinds

Starrett Calipers are made in a number of styles and sizes to suit every practical need of machinists and toolmakers. There are round leg toolmaker's spring calipers, Fay patent calipers, with split nut for quick action, Yankee spring calipers similar to the Fay but not quite as heavy. There are firm joint calipers, screw-adjusting firm joint calipers, lock joint transfer calipers for transferring measurements over ribs, flanges, bosses and in chambered cavities and several other special styles. These are all made of the best steel perfectly tempered to give longest service.

Hermaphrodite Caliper

The Hermaphrodite calipers shown here have sensitive adjustment and are made in the following sizes:

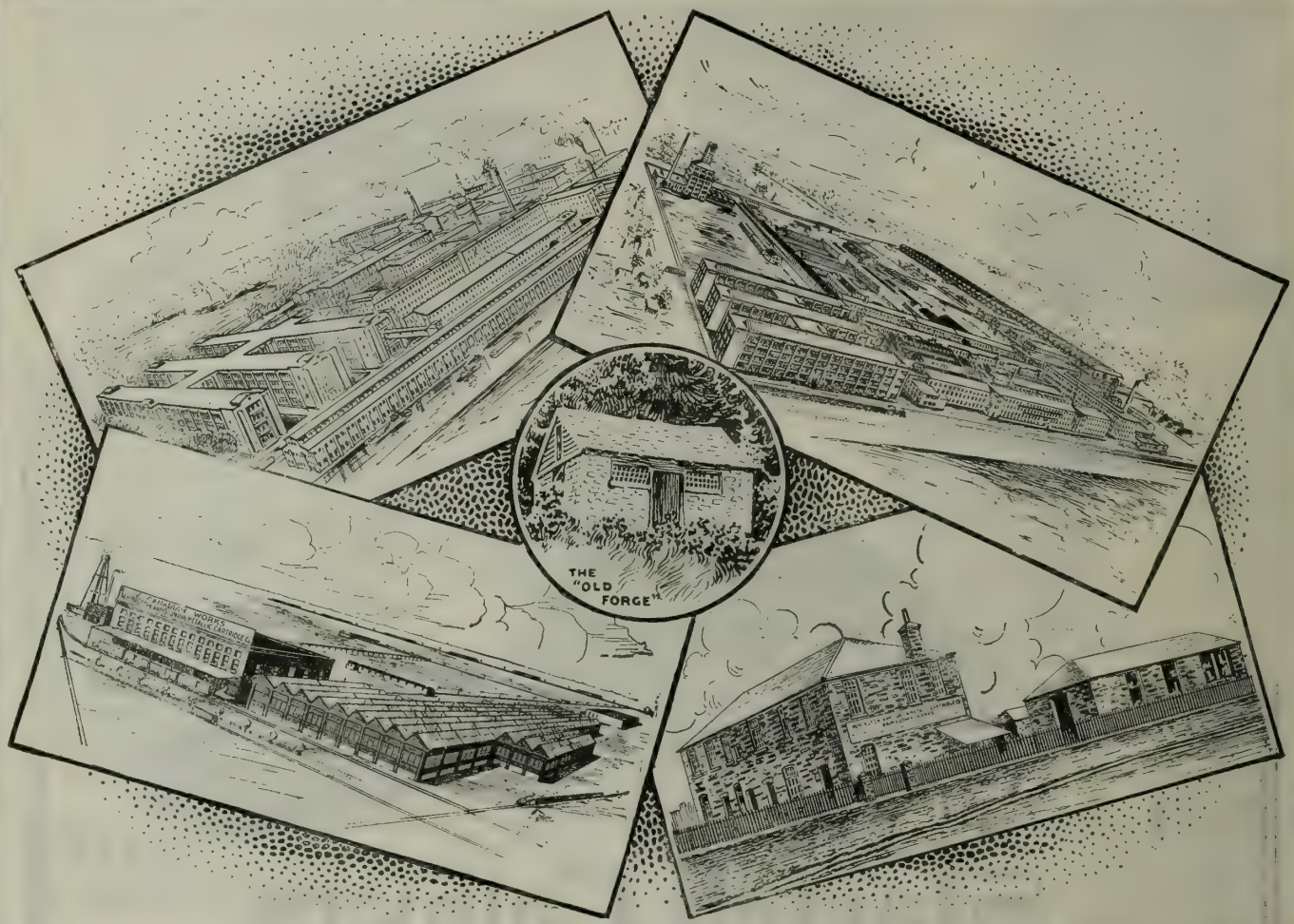
4″—$0.90, 6″—$1.00, 8″—$1.25, 10″—$1.50

No mechanic should purchase calipers or any other tools without consulting the Starrett 320-page catalog No. 20M.A. (sent free on request) for styles, sizes, and prices.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

42-451

Starrett Tools
The Standard Instruments of Precision



If It's *Remington UMC* It's RIGHT!

100 YEARS doing the RIGHT thing the RIGHT way wrought this change:

From the one-man shop of 1816—to four great plants and thousands of experts.

Producing Guns and Rifles of many patterns—Ammunition to fit *all* standard arms.

Every piece the *best* that money can buy or build.

REMINGTON-UMC Arms and Ammunition are World-Standard. Used *everywhere* — with the absolute certainty that "If it's REMINGTON-UMC — it's RIGHT!"

You take PRIDE *and* PROFIT in the Remington-UMC Line.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

LONDON, ENG. (Contractors to the British Imperial and Colonial Governments) NEW YORK, U.S.A.

WINDSOR, ONTARIO

REMINGTON UMC

Wholesale Distributors for

Hunt Planes
Stanley Tools
Community Silver
Colborne Electric Irons
O-Cedar Mops and Polish
Cavalier Vacuum Sweepers

HARDWARE AND METALS





With our large and varied stock we are prepared better than ever to take care of all orders entrusted to our care, and to give entire satisfaction to all our customers.

Mail orders are given special attention.

We keep

RAILROAD AND MILL SUPPLIES

at lowest prices.

High Speed Carbon and Mild Steel, Shovels, Picks, Crowbars and Wheelbarrows, Drag and Wheel Scrapers, Cement Barrows, etc.

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

Branch
1073 Hamilton St., VANCOUVER



Our Conductor Pipe is very easy to fit together and never has any split seams, consequently it costs less to erect than the ordinary pipe.

Eavestroughs, Ridge Roll, Valleys, Elbows, Skylights, Ventilators, Galvanized Sheets, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

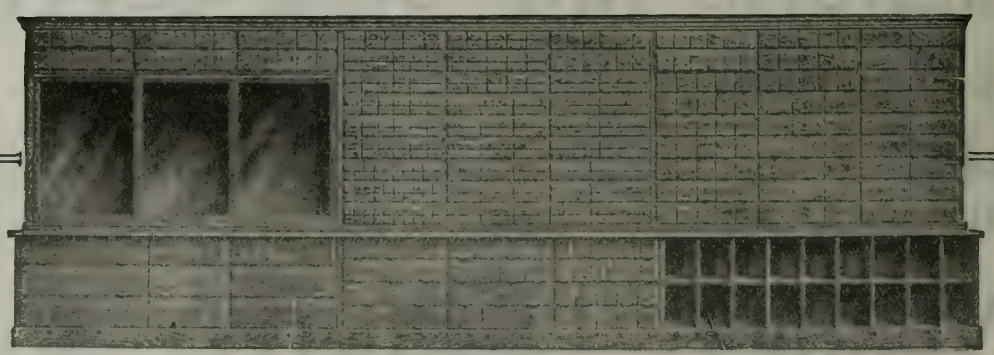
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.







ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO



THE "STERLING" WASHING MACHINE

Made of galvanized iron—Rust-proof. Hard on dirt—Easy on clothes. Very strongly built. The legs are made of band steel—Japanned black, and are absolutely rigid. The only wooden parts are the handles and the wringer attachment board. The red band around the body gives it a very attractive appearance. Nothing to get out of order.

Made in one size only—Height 37½", width 25", depth 24½"—shipping weight 95 lbs.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg



MADE ONLY BY

Wm. Newman & Sons LIMITED

BIRMINGHAM, ENG.

Agents: FREDERIC SARA & CO., 326 9th Ave. W., Calgary, Alta.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

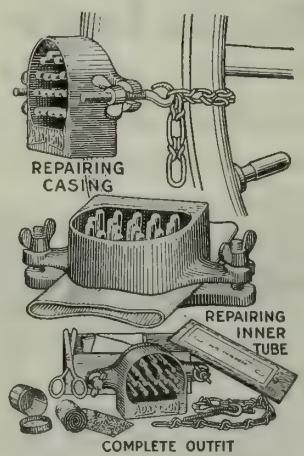
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

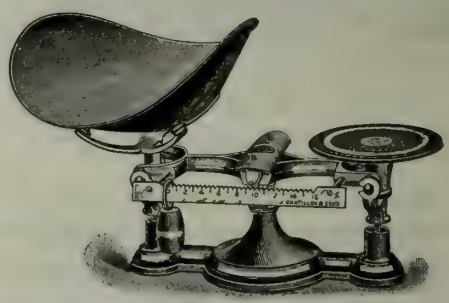
Write for dealer's proposition.

ADAMSON MANUFACTURING CO.

67 BAY ST. N. .·. HAMILTON, ONT.

Chatillon Scales are made in every style and capacity for every purpose. They ensure "**ACCURACY**"—one of the watchwords of Modern Business universally demanded. Secure the appreciation of your customers by selling

Chatillon Scales



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, O.K.-ed by all weighing commissions, adapted to the standards of all nations.

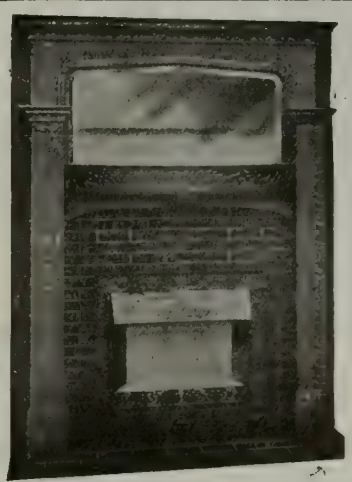
All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

PEDLAR'S PERFECT PRODUCTS
MADE IN CANADA

Good Business For the Hardware Man



Large orders are awaiting the Hardwareman who handles

PEDLAR'S
Art Metal
WALLS and CEILINGS

Why not make a bid for this business? Negotiate with your local Gymnasiums, Churches, Halls, Stores and Residences. There is a handsome profit in it for you. If you have not a copy of our illustrated Ceiling Catalog No. 21.C.H.M. on file write for it NOW.

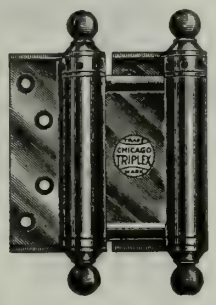
Address Nearest Branch.

THE PEDLAR PEOPLE, Limited
Established 1861
Executive Office and Factories:
OSHAWA, ONTARIO
Branches—Montreal Ottawa Toronto London Winnipeg
99-O

CHICAGO
SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C.S.B. CO. MARK NEW YORK

FLY SCREEN
WIRE CLOTH
IN BLACK,
BRONZE & GALVANIZED.

The Season for GARDEN WIRE-WORK is now here.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

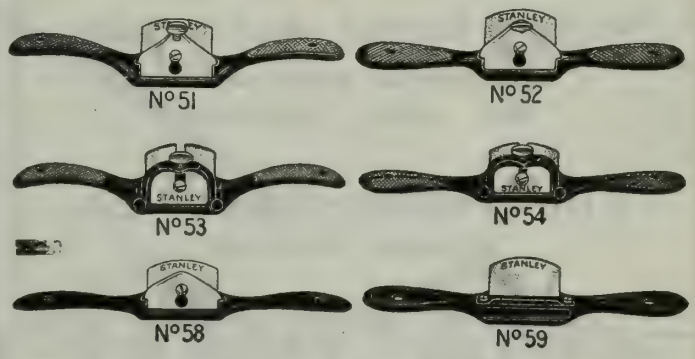
Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.
Hamilton, Ont.

Stanley Tools



"BAILEY" IRON SPOKE SHAVES

MADE IN CANADA

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

We Manufacture Nothing But Razors

Ours is the second largest razor factory in the World. We can suit your every requirement in razors, whether for contract work or staple lines

WRITE FOR PARTICULARS

Montreal Office:
Saunders & Wainwright,
204 St. Nicholas Bldg.

GENEVA CUTLERY CO.

Factory & Head Office:
GENEVA,
N.Y.

Galvanized Steel TANKS



Made in All Sizes Any Style

Write for Catalog—Keep it Handy

Shipments made same day order received.

The Heller-Aller Co.

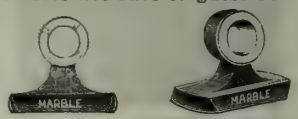
Windsor, Ontario

TRADE MARBLE'S MARK

VICKERS-MAXIM SIGHT

The new front sight that the whole shooting fraternity is now interested in.

The great advantage of the aperture over bead for front sight is that the object aimed at is never covered up by the front sight and the shooter does not have to guess how far he must "hold over" to hit the object. He sees the object or the exact spot aimed at and he aims directly at the point of impact instead of aiming lower, as is necessary with a bead sight of any kind. The act of aiming is involuntary and invariably accurate.



Two views showing actual size of Marble's Vickers-Maxim Sight.

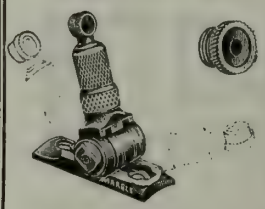
Marble V-M or aperture front sights are 5-32" inside diameter, ¼" outside diameter with depth of aperture a scant ⅛". These dimensions are correct for practically all riflemen.

Made from best tool steel. Face and lining of aperture are made of our famous Pope's Island Gold, which is visible in dimmest light.

Sights are now ready for all rifles with 3-8" slots in barrel, Winchester '94 and '95 Model Carbines, Savage Featherweights, .280 and .303 Ross, and New Springfield Rifles.

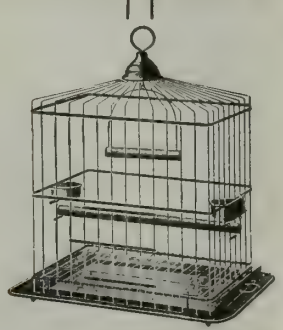
Sure to be a big seller. Shooters everywhere have been anxiously waiting for this sight. Get a stock on hand now. **Be prepared to supply the demand. List price, $1.50.**

TRADE MARBLE'S MARK FLEXIBLE REAR SIGHT



The sight that won't break when struck. Does not lock up, but is held by a double-acting spring. Sight yields when struck and automatically flies back to correct place. Cannot be injured by blows or shocks, and is always ready for accurate shooting. Furnished with two discs having different apertures. Made for all American rifles. List, $3.00. **Ask Your Jobber or Write Us.**

Marble Arms & Mfg. Co., 5350 Delta Ave., Gladstone, Mich., U.S.A.



"HENDRYX" Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.

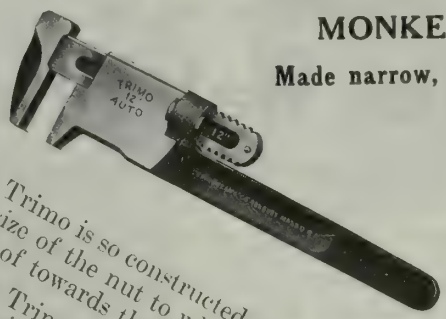
New Haven, Conn.



Trimo Superior Monkey Wrenches

THE ALL STEEL AUTO MONKEY WRENCH

Made narrow, in 12-inch size only.



Unlike most monkey wrenches, the Trimo is so constructed that the leverage increases in proportion to the increased size of the nut to which it is applied, as the movable jaw extends forward instead of towards the handle to adjust.

Another very important feature of the Trimo Monkey Wrench is that the threads of both the jaw and the nut are rounded, rendering them practically indestructible.

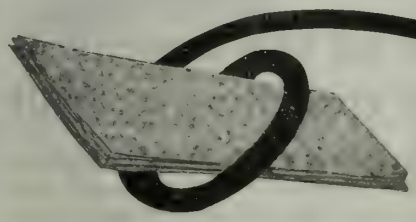
The Nut Guard is a new feature that prevents accidental rotation of the adjusting nut.

SEND FOR CATALOG No. 150



TRIMO
Regular All Steel Monkey Wrench
Made in all sizes
6-inch to 21-inch inclusive

MADE BY TRIMONT MFG. COMPANY
55-71 Amory Street, Roxbury, Mass.



This Double-Diamond Stencil On Sheet Metal Brings More Business

Toncan Metal Sheets and Products will bring your customers back with other jobs for you.

Besides they will advertise you to their friends, relatives and neighbors, because of the satisfaction derived.

TONCAN METAL

Toncan Metal Sheets Resist Rust and Corrosion

Lay in a stock of Toncan Metal Sheets and Products before your competitor does.

GET PRICES FROM

The Pedlar People, Ltd., Oshawa, Ont., Canadian Distributers

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

Quick Hot Water at a Big Saving
——of Gas——

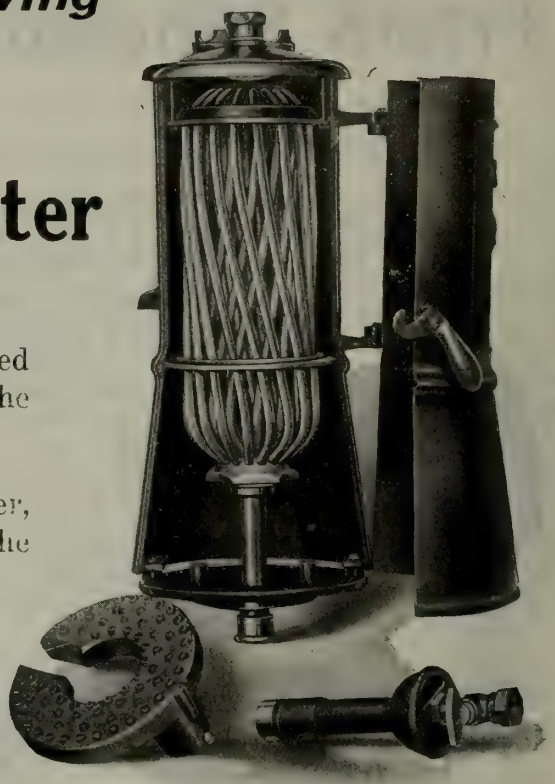
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

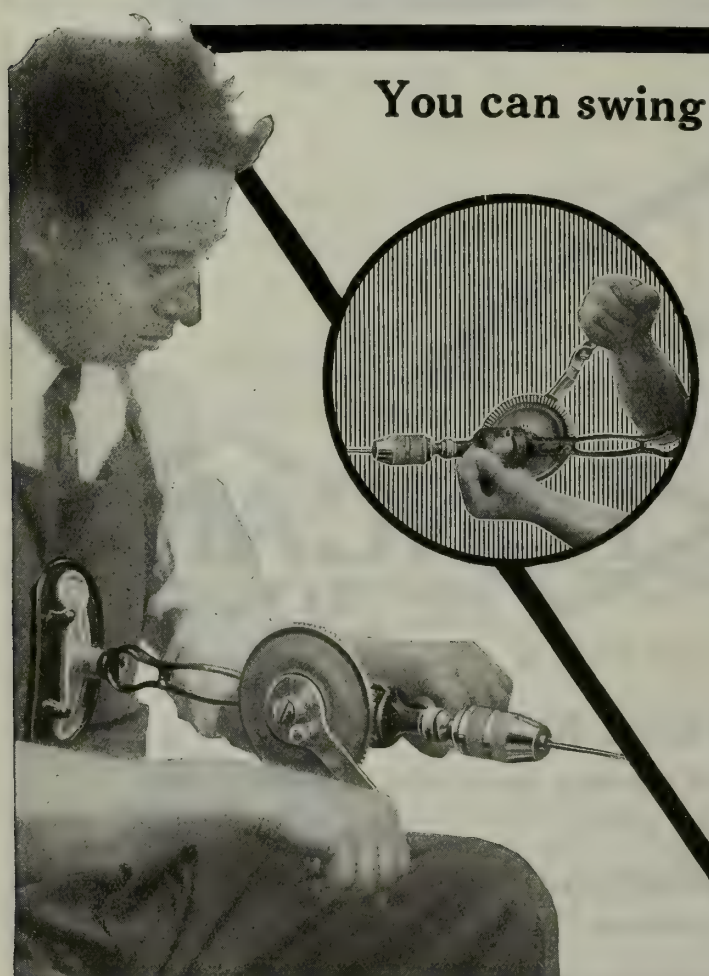


EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto



You can swing many sales on the Improved Features of this Breast Drill

For your customer, after a critical inspection' will realize that what he really needs—for ordinary jobs or jobs in cramped corners—is a

MILLERS FALLS BREAST DRILL No.200

Has every feature that makes for maximum ease, utility and efficiency. Crank handle is adjustable to a position in line with crank, so drill may be used in cramped quarters or when increased power is needed. The breast plate, designed for comfort, particularly on heavy work, is removable, and the drill can then be used as a hand drill.

On the crank handle is a simple and effective ratchet which is of great convenience on delicate jobs. Speed shift, positive, changes from even to 3 to 1 instantaneously. Chuck of famous "Sta." three-jaw pattern—has springs protected from injury and holds round shanks from 0 to ½ inch in diameter. Gears are machine-cut; small gears of steel.

This Breast Drill will help you attract and hold the most desirable tool trade in your neighborhood. You should also carry in stock Millers Falls Hand Drill 1980, Hack Saw 1027, Extension Bit Holder 6 and Glass Cutters—all backed with the Millers Falls reputation for reliability and durability, and sure to meet with ready sales.

MILLERS FALLS CO.

Millers Falls, Mass.

and 28 Warren St., New York, N.Y.

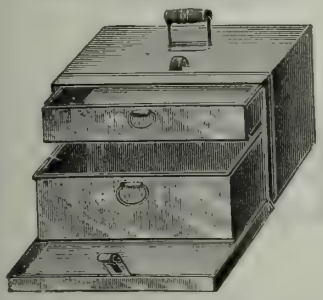
MILLERS FALLS TOOLS

Don't fail to visit our Exhibit in Block 26, Avenue D, Manufacturers Building, when you go to the Panama-Pacific Exposition.

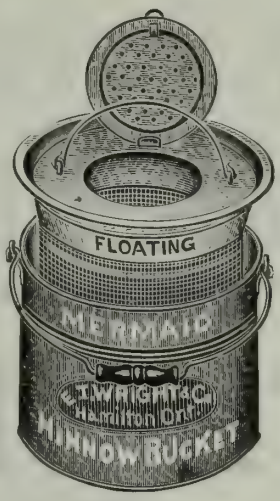
FISHERMEN'S SUPPLIES

We do not profess to be able to outfit the fisherman in every detail, but here you will see some items that are absolutely indispensable.

PROSPECTORS' DINNER PAILS—
Large size—holding sufficient to meet the full requirements of a well-developed appetite.



Also flasks, drinking cups, and camp tinware adaptable for "roughing it."

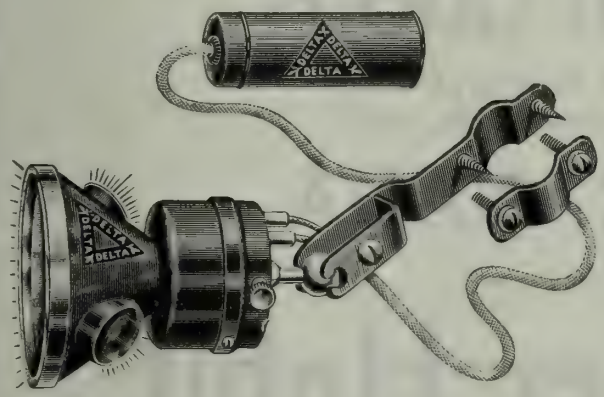




BAIT BUCKETS.
"Mermaid" and "Angler." The "Mermaid" floats.

A comparatively large pail is advisable, as the bait is less liable to die of asphyxiation if plenty of water accommodation is provided.
If you handle this line at all—if fishermen fish in your locality—write in and get our prices.

E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA



Delta Electric Auto Tail Lamp

Operates on one ordinary No. 6 Dry Battery

The fastest selling auto accessory of the year. Current consumption very low, but silver reflector gives bright light. Complies exactly with law. Every merchant looking for good profits and rapid turnover should at once stock Delta Tail Lamps. Retails at $2.25 w/o. battery.

Mainer Electric Co., Limited

61 Albert St., Winnipeg



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because--

It is exceptionally convenient, quick acting and an oil saver.
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted as the flow of oil stops the instant the pressure on the plunger stops.
A sure good sale and splendid profit. Order it now.

R. E. BLOOMER
KEITHSBURG, ILL.

NEW PURITAN REFRIGERATORS

at a price made to suit the 1915 Pocket Book

They're made of Hardwood, Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

FULLY GUARANTEED.

Their good value assures good sales and satisfied customers.



The Sanderson-Harold Company, Limited

PARIS, CANADA

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



"GET THE HABIT"

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting, Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

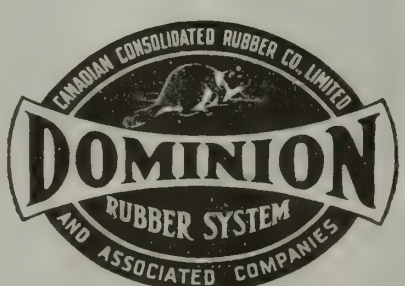
Get Another Habit

BUY THEM FROM US

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 29, 1915. No. 22

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Cable address: Macpubco, Toronto; Atabek, London, Eng.

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Percolators "Royal Rochester" Percolators

Hot and Cold Water Types. Great Variety of Patterns.

For use with Spirit Lamp, Electricity, or to set on Stove.



"Hinged-Cover" Coffee Basket and cover can't fall out—a feature strictly "Royal Rochester."



The automatic process of pumping the water over the grounds extracts only the good of the coffee.



Have you got "ROCHESTER" Catalogue "N"?

A Post Card will bring you this Handsome Book with our Winnipeg Price List.

MACKENZIE BROS., - Winnipeg

WHOLESALE HARDWARE SPECIALTIES

STANLEY Wrought Steel Beveled Half Surface Door Butts



Cut of No. 165 3½ inch

THESE butts are reversible and can be made either right or left hand by simply unscrewing the ball tip, reversing the pin and screwing the tip in the opposite end. One tip is slotted so that it is easily removed.

The screws are wrapped *separately* from the butts, and both are packed in strong anti-tarnish paper to protect the finish of the butts. — *Are the screws packed with the butts on your shelves wrapped separately or are they loose in the package?*

Oval head screws are packed for the surface leaf, flat head for the jamb leaf. The advantage of oval head screws over round head is apparent; the extra purchase obtained in the countersink holds the butt rigid. Round head screws do not fill the holes, are less attractive and will *not* hold butts firmly.—*Are the beveled half surface butts on your shelves packed with oval head screws or round head?*

Compare a Stanley Beveled Half Surface Butt and package with other makes.

Our Exhibit at the Panama-Pacific Exposition is located in Block 26, Manufacturers' Building, Corner 5th Street and Avenue D. Call and see us.

MADE BY THE
STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

Canadian Representative:
A. MacFarlane & Co., Coristine Bldg., Montreal

HARDWARE AND METAL

Vol. XXVII. MAY 29, 1915 No. 22

Advertisements—Good and Otherwise

How the Use of Out-of-Date Cuts Affected an Otherwise Splendid Advertisement — Atmosphere in Advertising—Some Recent Advertisements— Using Good Illustrations.

By THOMAS E. HUNT.

DURING a recent visit to a fairly large city in Ontario, I purchased an evening paper and in looking through the pages I ran across the advertisement of a well-known retail hardware firm. The advertisement occupied two-thirds of a page in one of the most prominent sections of the newspaper. The heading of the advertisement was all that could be desired. An illustration 12 inches in width showing a residential street, appeared in the upper portion of the ad. and was decidedly attractive. The introductory reading matter was well and carefully written and referred to the necessity and advisability of using paint to improve the appearance of the neighborhood. The lower half of the ad was used for featuring various paint products. Each product was featured in a small panel measuring about 2 x 2¼ inches. There were twenty panels each featuring a separate product, such as white enamel, both tub enamel, gold enamel, varnish, stain, etc. The reading matter in each panel was right to the point and the prices of the products in various sized packages were given. In each panel there appeared an illustration of a lady who was supposed to be painting or varnishing, with the goods advertised.



Newspaper advertisement by D. Hall, Sutherland, Canora, Sask. The electros used in this advertisement were supplied by the electro service department of Hardware and Metal.

A Bad Fault.

The advertisement taken all round was exceptionally attractive and could be classed as an excellent ad. had it not been for one unfortunate fault. The small illustrations used in the panels were sadly out-of-date.

In the panel, featuring bath tub enamel, the illustrations represented a lady painting a bath-tub. The lady was dressed in the style which was in vogue (according to the editor of a style magazine twenty years ago). In the panel featuring gold enamel, the illustration showed a lady with her hair dressed in the style of at least ten or fifteen years ago. In the panel featuring fly screen paint, the illustration showed a lady wearing a waist that has been out of date for at least ten or fifteen years. The lady's hair was also done up in a manner entirely different to any style of to-day. Another lady using stove pipe enamel was working over a sadly-out-of-date stove.
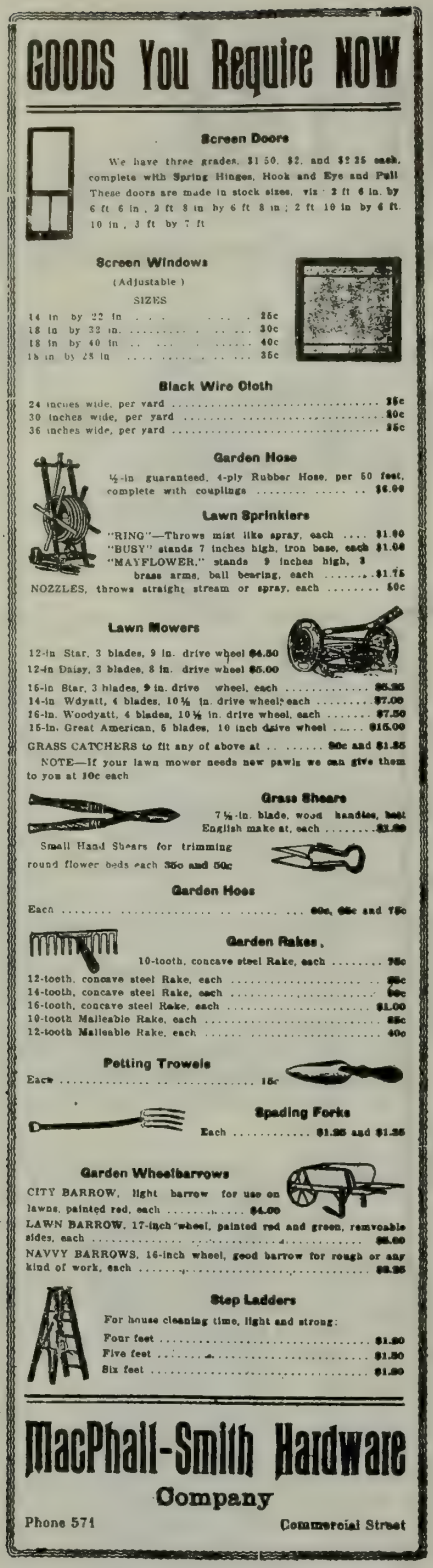
I took the advertisement to an office where a number of ladies were employed and asked for their opinion of it.

They nearly all remarked on the out-of-dateness of the styles in the illustrations, and two ladies remarked that if the goods were as old and out of date as the styles they would not care to use them. Regarding the latter remarks, the writer knows that the goods featured in the advertisement are of a very high quality, and wondered how many of the ladies who read the advertisement would receive the impression that possibly the goods offered were like the illustrations, somewhat behind the times.

The advertisement, no doubt, drew some customers, but how many ladies hesitated on account of the out-of-dateness of the illustrations. The writer showed the ad. to six ladies, and in each case their first remark referred to the styles of the ladies' dresses, hair, etc. The advertisement was certainly one that had been prepared for the purpose of pulling "ladies' trade." The out-of-date styles would certainly have the effect of creating an unfavorable impression, for the ladies are very critical regarding styles. If the reader's first impression of an advertisement is unfavorable, a great deal of its effectiveness has been lost.

I read a very interesting story a few days ago, entitled putting "atmosphere" into advertising. It read in part as follows:

"What is it that makes you look twice at some one particular advertisement as you thumb over the pages of a magazine? What makes you stop reading your newspaper to glance at the



An exceptionally well set-up advertisement by the Macphail-Smith Hardware Co., Nanaimo, B.C. Electros from Hardware and Metal's electro service were used for illustrating the lines featured in this advertisement.

advertisement on the opposite page? There is nothing startling about either of them, and yet both possess a certain indefinable attraction that invites attention—and gets it.

An advertisement, to be successful, must be read. It is not sufficient that it attract attention—any sort of a splurge in heavy black and white will do that—it must go further, and make a favorable impression, putting the observer into a receptive mood, and gently insinuating itself into his or her good graces.

A heavy splash of black ink, decorated with a dozen different styles of white lettering, always gives me an impression of having received a slap in the face—makes me want to turn the other check, or retaliate with a smash on the jaw.

Such an impression does not tend to create a friendly feeling towards the advertiser, or a favorable impression of his product. Rather does it arouse antipathy, and drive away possible buyers.

The difference may be explained in one word—atmosphere.

Atmosphere is something you can intuitively recognize—you can neither see, nor feel, nor describe it. And yet, without it, you can instantly see that there is something missing.

Advertising, without atmosphere, is lifeless—dull—uninteresting.

But how, then, is this elusive quality—this indefinable "something"—to be caught and utilized in the preparation of your copy?

By the intelligent use of imagination, good taste and originality.

Take, for example, such a product as ladies' high-grade gloves. Here we must consider the class of people to whom these gloves should appeal. We must consider the life and surroundings of our prospective purchasers, selecting an average type of the woman of fashion and mentally enumerating the various occasions on which she would wear gloves.

This gives us material for a number of illustrations showing our "dream lady" at the ball—in her box at the opera—on the street, alighting from her motor—at the counter, buying gloves.

These mental images may then be transferred to the mind of a clever artist, who will work them up into attractive illustrations, with appropriate borders to match.

Now, having obtained the proper setting for our word picture, the next step is the preparation of copy to fill the space in a type of sufficient size to make easy and pleasant reading. The text must be appropriate to the illustration, interesting to the class of readers it is desired to reach and influence, and the impression of "quality" must permeate every line and phrase.

Then comes the selection of type faces, for the ordinary Roman type used in the reading columns of the newspapers is devoid of "atmosphere."

The most favored type faces for advertisements of this nature are Cheltenham light face for the body matter,

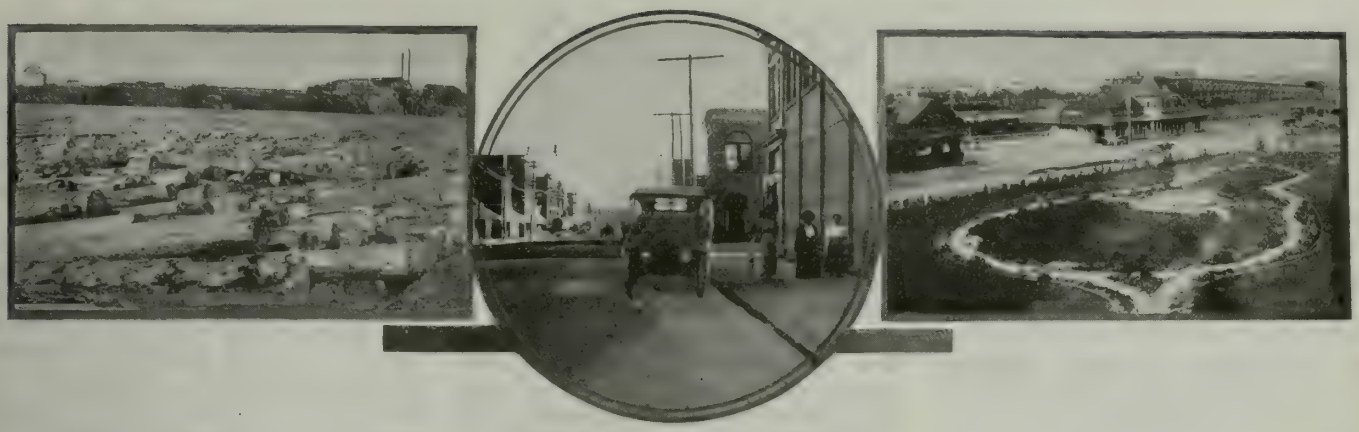


A well illustrated and seasonable advertisement by the Mills Hardware Co., Hamilton, Ont. This ad. features a large number of spring and summer hardware lines.

with Cheltenham bold for display—Della Robbia for the body, with Jensen or Florentine Bold for display—or Caslon for the body with Plymouth for display.

There are many other distinctive type faces besides these, such as Florentine in combination with Abbot Old Style or Pabst in combination with Post, but any of the three first mentioned may be suc-

(Continued on page 33.)



Red Deer and Vicinity Scenes.

Issues Before Alberta Convention

Retailers in Alberta Getting a Small Debts Court Act Through After an Energetic Struggle—They do not Like the Dumping of Bankrupt Stocks on the Market for Consumers and are Working for a Change—Neccessity of Trading at Home.

Special Correspondence.

RED DEER, Alta., May 26.—The second annual convention of the Alberta Board of the Retail Merchants' Association of Canada, took place at Red Deer, Alberta, on May 18, 19 and 20, Tuesday, Wednesday and Thursday at which nearly every district of the Province was represented, about fifty delegates in all being present.

Three of the much discussed questions were the Mail Order Question, Co-operative Societies, and the Disposal of Bankrupt Stocks. The general feeling was that it would be very difficult to take any very definite action in any of these cases, although the meeting gave no intimation that they would by any means give up the attempt to better these conditions as they exist in the Province at the present time. There were many other matters discussed and instructions given to the secretary to carry out the decisions arrived at.

Addresses by three Alberta men outside of the Association: E. Michener, M.L.A., and Leader of the Opposition, H. H. Gaetz, President of the Pharmaceutical Society and F. R. Freeze, secretary of the Alberta Canadian Credit Men's Association, formed a break in the regular business proceedings. This together with an automobile trip to Sylvan Lake, a summer resort west of Red Deer, made the gathering an enjoyable as well as a profitable one.

The following resolutions were presented:—

RE TRANSIENT TRADERS AND PEDDLERS.

"That this convention is desirous of bringing before the Minister of Municipalities, the question of transient traders and peddlers with the request that he consider and prepare an amendment to the rural municipalities Act, giving power to deal with such matters."—Moved by A. M. Anderson, (Bawlf), and J. Miller (Stoney Plain).

The secretary explained that villages, towns and cities already had the power to impose a tax on transient traders, and peddlers.—Carried.

RE CO-OPERATIVE ASSOCIATIONS.

"That the secretary is hereby instructed to write the secretary of the Canadian Credit Men's Association thanking them for the resolutions re Co-operative Associations and expressing appreciation of same."—Moved by G. A. Smith (Innisfail), and Mr. Cruickshank (Hillcrest).

This refers to the resolutions mentioned in the President's address.—Carried.

RE SMALL DEBTS COURT ACT.

"That the president for the ensuing year shall, when elected appoint a committee (which may consist of the executive board), to draw up and submit to the Attorney General Dept., additional suggestions regarding the Small Debts Court Act now under consideration by the Government."—Moved by Mr. Greensides (Lougheed) and A. M. Anderson (Bawlf):—Carried.

The members called for a copy of the proposed act.

RE THE ABOLITION OF WEIGHTS AND MEASURES FEE.

"That this convention feels that the imposition of a fee upon the individual merchant under the Weights and Measures Ordinance is an injustice and the secretary is hereby instructed to take the matter up with the Dominion Board with a view to having such fee made a public charge."—Moved by H. H. Gaetz (Red Deer) and Mr. Greensides (Lougheed).—Carried.

At present the **merchant** has to pay the Government for having his weights and measures inspected for the protection of the **public.**

REDUCING MINIMUM WEIGHT OF CAR LOAD OF FLOUR.

"That it is the opinion of this convention that the minimum weight of a car load lot of flour should be fixed as follows:—40,000 lbs. at the new rate or at the option of the purchaser 30,000 at the old rate."

N. B. Good of Lethbridge, explained that formerly 30,000 lbs. was the minimum, but the rate had been reduced per car and the minimum had been raised to even things up. As some of the merchants do not want such big lots and are willing to pay an increased rate and get a smaller lot, so the purpose of the resolution was to give the purchaser the option of using the old system or the new one.—Moved by Mr. Cruickshank of

(Hillcrest), seconded by J. Miller of (Stony Plain).—Carried.

SEED HOUSES TREATMENT TO RETAILERS.

"That the secretary obtain further information regarding this matter and take such steps as are necessary in accordance with same in conjunction the executive," Some of the delegates claimed to be securing good treatment so resolution was laid over.

RE SHIPPERS STATING WEIGHT OF SHIPMENT ON BILL OF LADING.

"That this convention endorses the suggestion contained in letter of April 27 from the Canadian Credit Men's Association—that shippers state weight of shipment on all bills of lading."—Moved by W. T. Coote (Red Deer) and N. J. McDermid (Calgary).

RE SELLING OF BANKRUPT STOCKS.

"That the secretary take up the matter of the disposal of Bankrupt Stocks with the secretary of the Canadian Credit Men's Association."—G. A. Smith (Innisfail) and G. A. Studer (Didsbury), strongly urged that something should be done to prevent these stocks being unloaded in competition with the retail trade. The officials will go into this matter this year.

RE FIRE INSURANCE.

"That the Dominion Board be requested to take up with the Dominion insurers in obtaining redress or satisfaction from the Board of underwriters so that some means be provided to remedy this disability."—This was withdrawn.

The evening session of the first day consisted of addresses of welcome from Mayor Carswell of Red Deer, W. B. Welliver, president of the Board of Trade, and T. A. Gaetz, on behalf of the Red Deer Branch of the Retail Merchants' Association, following which came the addresses of E. Michener, H. H. Gaetz, and F. R. Freeze.

THE SELLING OF BANKRUPT STOCKS.

Following Mr. Freeze's address a discussion ensued regarding the selling by the Canadian Credit Men's Association, of bankrupt stocks and many minor misunderstandings between this Association and the retailers were cleared up. But time did not permit of as thorough an understanding as some of the delegates would have liked, and on Wednesday a resolution was passed that the secretary go more fully into this matter with Mr. Freeze at a later date.

Address of the President.

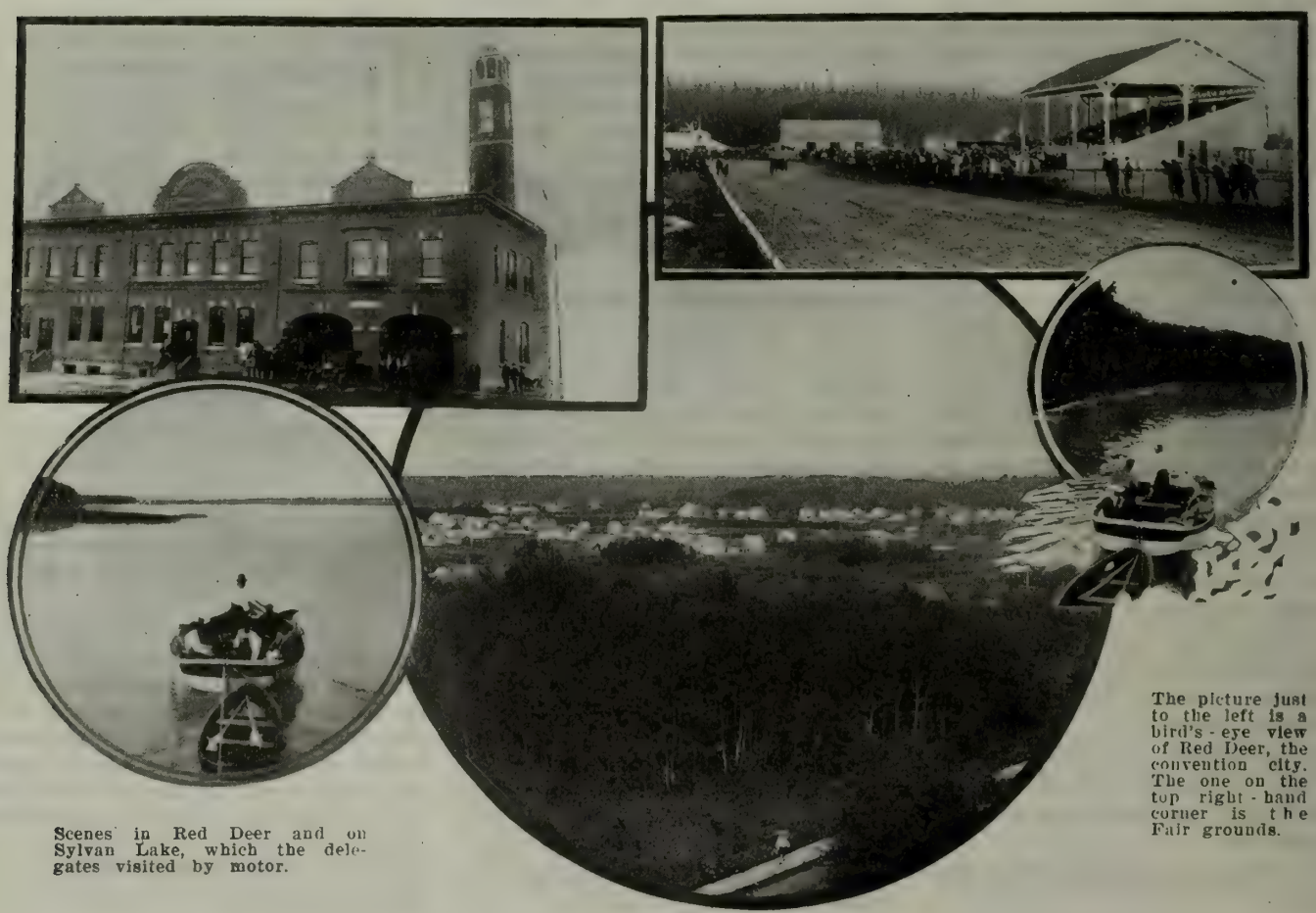
In his address, T. A. Gaetz, the President, said in part:—

"During the year we have enlarged our Association from 80 to about 135 branches—that is to say we are now represented in practically all the larger towns of the province. This organization has not been accomplished without a great deal of expense and hard work and this work has fallen largely on the secretaries. As a proof of the value of organization, let me point out to you the fact that at last we have had a Small Debts Court Act brought before the Provincial Legislature which is now before the Court of Appeal for consideration and ratification, after we are assured by the Attorney-General's department it will come again before the House at the next session and will be passed. We have also been successful in obtaining the passing of amendments to the Mechanics Lien Act which will prove of great benefit to the lumber, hardware and builders' supply trades.

Selling to Co-operatives.

"We have also been able to come to an understanding with the wholesale trade with regard to the selling of goods to Co-operative Associations and to consumers direct. This cannot be accomplished at one stroke but by continued united effort we will soon be able to say that all goods sold to the consumer go through the proper retail channels. Individuals could not bring about these

(Continued on page 35.)



Scenes in Red Deer and on Sylvan Lake, which the delegates visited by motor.

The picture just to the left is a bird's-eye view of Red Deer, the convention city. The one on the top right-hand corner is the Fair grounds.

Addresses at Red Deer Convention

Member of Parliament's Appreciation of the Retailer—A Valuable Asset to the Community—Keeping the Home Trade at Home — Attractive Stores and Goods Play Important Part.

E. MICHENER, M.L.A., and leader of the Alberta Opposition, eulogized the retail when he said:—

1. The retail trade builds up centres of population for the convenience of settlers.

2. Supplies through these centres make a home market and also a distributing point for farm products.

3. Creates increased values in town and farm lands.

4. Stimulates wholesale trade and manufacturing.

5. Promotes social, educational and religious advantages among the people.

6. In a general way helps to provide all modern conveniences such as telephone, electric light, water, and sewerage systems incident to a community interest.

7. Contributes to the general development of prosperity of the people of the Province at large.

Along with the cultivation of the land there necessarily grow up natural centres of trade for the convenience of the settlers, hence numerous small centres of population grow up, and principally along lines of railway transportation at strategical centres where railway lines meet, large centres of trade are established. An old principal of political science was that only the producer was an asset to a community, but it is now generally conceded that everyone that contributes something to the general good is an asset. These centres are not only a convenience for the settler to get supplies, but also as a distributing and marketing centre. The question as to the necessity of the retail trade is whether or not the consumer could get the goods cheaper from the wholesaler or manufacturer. The wholesaler saves clerical work as well as freight rates by selling in bulk lots, but if he supplied small lots the additional freight or express and clerical work would amount to as much as the retailer's legitimate profit, and at the same time he would not have the advantage to exhibit his goods when and where they are wanted as the retail stores do. The same thing applies to mail order houses—a customer seldom reaps any benefit by sending away from home for his goods.

The man who will be loyal to the interests of his community will be loyal to the wider interests of his Province and his country.

KEEPING THE TRADE AT HOME.

H. H. Gaetz, president of the Pharmaceutical Society, spoke on "Keeping Trade at Home," saying that the retail merchant who is so valuable a member to a community, and who furnishes employment and an excellent home market for farmers' products should not have his infant enterprise crushed by larger and more solidly established concerns in other communities. He questioned the utility of appealing to sentiment to keep trade at home. The ordinary retailer cannot buy direct from the manufacturer because of agreements between manufacturers and wholesalers, but the big retail concerns with which he must compete to keep trade at home are under no such disability.

"You have here in this organization an instrument capable of being made a very powerful factor if only it be made sufficiently cohesive and have the general support of Canadian retailers. Legislation should be invoked to maintain equality of opportunity; one man's dollar should be as good as another's, although as a matter of fact it is not," he said. The only force available to keep trade at home is that of attraction, and the store and the church are close parallels in this particular. The get-rich-quick impulse seems to be in the very air in this country, but experience of others teaches us that haste to acquire financial success is folly. Service is the hand-maiden of efficiency, and it is a great factor in keeping trade at home.

It was a politician and not a business man who gave currency to the epigram "Business is business"—it is nothing of the kind, and the wise merchant recognizes that business is service. "To keep trade at home we must apply ourselves, by efficient means, to the service of our several communities, having cleared our path of every artificial obstruction. Only in this way can we accomplish our aim and through it attain success."

• • •

TAKING OVER BANKRUPT STOCKS

F. R. Freeze spoke of the financial stress that has been "hitting the West more that any other part of Canada." He said that during the last year there was a total of $35,000,000, in failures in the country, which is more than double any previous year in the history of the Dominion. "Three years ago," he declared, "capital came freely from the Old Country, and emigrants came over. Now there is no money nor emigrants coming in. One of the principal causes of this state of affairs, is, of course the war." Mr, Freeze stated that quite a number of merchants failed because they lacked knowledge and capital. "It is not unknown to us," he said, "that estates go into the hands of assignees with debts two or three times the amount of the capital started with." It had been suggested to him by some retailers that wholesalers should take back bankrupt stocks, but this was not at all feasible. Another suggestion was that storage depots could be established and the stocks sold by travelers, but he did not think that this scheme would please the country merchants very well. Questioned by a delegate he admitted that the wholesaler was to a certain extent to blame for some of the retailers being overstocked. He suggested that the retailers themselves should buy these stocks.

The delegates generally considered this to be the best way out of the difficulty, and this was often done, but in very many cases a retailer has so much stock on hand that he is unable to handle any more.

Picton, Ont., May 3, 1915.

Editor of Hardware and Metal:

Toronto, Canada.

We read with great interest the article in the May 1 issue of your valuable journal by Bevan Lawson on "Dealer's Profit and Nationally Advertised Specialties," and to our minds it is one of the fairest and best-balanced articles we have ever read. While it costs us 20 per cent. to do business, there are quite a number of lines we handle that do no more than clear that amount, still we are glad to handle owing to the convenience it makes for our customers, and we know positively it pays owing to the increased trade we receive otherwise through doing so. With us it is not so much a matter of making a big profit on every line we sell, as it is to have most everything our customers are apt to ask for, and we dearly love to handle Nationally Advertised Specialties, for the selling of same is made so easy for us by the makers.

CARTER BROS.

Show Cards You Can Make

Illustrations from Advertisements in Hardware and Metal Used in Making Show Cards —How the Card Acts as an Aid to Sales—Three Attractive Show Card Suggestions.

By R. T. D. EDWARDS.

FOR this issue of Hardware and Metal I have prepared three show cards, using illustrations which appeared in advertisements in the May 15 issue of Hardware and Metal. Every hardwareman who has made a study of window trimming no doubt realizes that a neat show card adds greatly to the value and attractiveness of a window display. Not only does the show card appear attractive in the window, but it also directs attention to some particular feature to be found in the display.

Let us refer for a moment to the plane, featured in one of the accompanying cards. This plane is one that has many distinctive features. By placing the show card in the window where the plane is displayed you not only direct special attention to this particular plane, but you also impress on the mind of the party looking at the plane in the window that it combines seven tools in one —in compact and practical form. You also tell that a special booklet has been prepared describing the plane and its uses, and that customers can have the book for the asking. How could you accomplish all this if you displayed a plane only and did not tell of its distinctive features. Of course, if you displayed the plane alone there are some mechanics who would recognize it— having seen a similar plane in use at some time or other. They might not, however, know of its exceptional usefulness. This may be drawn to their attention by the show card and the booklet. When customers enter the store and ask for the booklet, the clerk after complying with the customer's request, can show the latter one of the planes. Allow the customer to handle the plane. Do not simply point to it in a show case or wall cabinet. Take the plane out of the case and let the customer handle it. Customers like to handle the goods, in fact many of the largest and most successful retail merchandising concerns try as far as possible to have all goods displayed within easy reach of customers. Every mechanic when buying a tool of any kind whether it be a plane, trowel, hammer, chisel, or saw, likes to handle the tool.

The plane featured in the accompanying card is only one of many tools illustrated in each issue of Hardware and Metal, and these illustrations can all be used in preparing show cards suitable for use in window displays, show cases, on counters, etc.

One reason why show cards, in past years, have not been generally used as much as they should have can be to some extent accounted for by the difficulty some window trimmers and clerks have experienced in drawing illustrations. This drawback has been overcome by card writers and window trimmers using the illustrations from the advertising pages of Hardware and Metal—pasting them neatly on show cards and then applying the necessary lettering. The series of articles on show card writing now running in Hardware and Metal



The illustrations used in preparing the above show card were taken from the advertisement of Butterfield & Co., Inc., on page 12 of the May 15 issue of Hardware and Metal.

(the articles appear in the first issue of each month) have been prepared so that they can be understood by any hardware clerk and there is no reason why any hardware clerk with average ability cannot follow the course successfully and become a good card writer.

The Butterfield Card.

The illustrations used in preparing the Butterfield show card were taken from the advertisement of Butterfield & Co., Inc., which appeared on page 12 of the May 15 issue of Hardware and Metal. This card shows a combination of brush and pen work. The directions for making this card are as follows: After securing a piece of cardboard the desired size, cut the illustrations from the advertisements and paste them on the cardboard with thick paste. You are then ready for the brush and pen work. The "Made in Canada" was lettered with a stub pen.



The illustrations used in preparing the above show card were taken from the advertisement of Stanley Rule & Level Co., on page 15 of the May 15 issue of Hardware and Metal.

This style of lettering is called script. The next two lines, "The Tools You'll Like" were done, in Roman formation, with the same pen. The name "Butterfield," was made with a No. 6 red sable writer brush. The words, "Taps, Dies and Reamers," were made with a stub pen.



The illustration used in preparing the above show card was taken from the advertisement of Findlay Bros., Co., Ltd., on page 17 of the May 15 issue of Hardware and Metal.

The Arklan Favorite Card.

The illustration used in the preparation of the "Arklan Favorite" show card was taken from the advertisement of Findlay Bros. Co., Ltd., which appeared on page 17 of the May 15 issue of Hardware and Metal. The original from which the accompanying reproduction was made measured 14 x 22 inches. In preparing this card cut the illustration from the advertisement and paste to the cardboard with thick paste. The heavy ruling surrounding the card is grey in color and this shade can be secured by mixing black and white color together. The heavy lettering at the top of the card and the price were made with a No. 6 brush. The small lettering was done with a stub pen.

The illustration used in preparing the "Stanley Forty-Five Plane" card was taken from the advertisement of the Stanley Rule & Level Co., New Brittain, Conn., on page 15 of the May 15 issue of Hardware and Metal. The lay-out on this card is different to any shown before. The heavy brush stroke (Roman lettering) is particularly striking because of its free and easy formation.

The finer lettering was done with a stub pen. The two circles, one surrounding the illustration of the plane, and the other surrounding the lettering, "Ask for Booklet Describing It," balances the card nicely.

The materials used in making the accompanying cards are: No. 6 red sable brush, stub pen, black and white card-writers' color, ruler, scissors, photo paste, compass to draw circles, white cardboard.

ADVERTISEMENTS—GOOD AND OTHERWISE.

(Continued from page 28.)

cessfully used to give distinction to the advertisement.

In preparing a series, it is advisable to stick to one face of type throughout, for the body, and one face for the display, confining yourself to two type faces, or three at most.

This will give an air of sameness to all the advertisements in the series, each successive advertisement instantly recalling its predecessor to mind, and variety may be obtained in the art work, border, size and form of each advertisement.

The type should be set with plenty of white space around it, leaving an indention on each side, between type and border, of at least one pica. In the case of a large advertisement, occupying three columns or more, in width, an indention of from three to six picas in width might be used to advantage.

Good taste is a prime essential in putting "atmosphere" into advertising. This is expressed in the art work and typography, which should also bear the stamp of originality.

Imitators have no business to be engaged in the profession of advertising. Any one can copy the ideas of an original thinker, but the work of the latter, like the production of an old master, always has intrinsic merit, while the crude efforts of the "copyists" are rarely worth their price.

The part that originality plays in the production of successful advertising copy and layouts can not be overrated. It is easy to "swipe" or "adapt"—it is difficult to originate. Hence the scarcity of really attractive copy—copy possessing that elusive "something" which we call "atmosphere."

The Wanamaker store created what is now universally known as the "Wanamaker style" of advertising. This style of copy and layout has been adopted by scores of retailers in the States and in Canada, but there is a vast difference between the original and the imitation.

Rogers, Peet & Co., New York, created an individual style of advertising which has never yet been successfully imitated, although it has been copied by dozens of men's wear stores.

Prince Albert Tobacco advertising stands alone as an example of "atmospheric" copy appealing to the sporting class.

Cocoa Cola advertising is strong in atmosphere.

Tiffany's advertising, in which no illustrations are ever used, is also charged with atmosphere.

The advertising of the Packard Motor Car is, perhaps, the most familiar example of atmosphere in copy, probably because the author of this particular advertising is widely advertised as an expert on "atmosphere."

To put atmosphere into your advertising it is not always necessary to use illustrations. Much of the Packard copy and all of the Tiffany copy consists of merely type and border.

The selection of an appropriate type face is quite as important as the preparation of attractive illustrations, although the use of illustrations makes it easier to secure the desired effect.

In a recent advertisement of The Aeolian Company, more than one-third of the space was devoted to the illustration of a Doric column, at the base of which was an incense burner. The smoke from the incense burner was winding about the column as it rose. In the lower right hand corner was a small cut of the Vocalion, the instrument this particular advertisement was intended to sell. The remainder of the space was filled with reading matter, and the advertisement was devoid of any sort of border. The space occupied by the mythological illustration cost the advertiser $50 in the publication from which the advertisement was taken, while the space occupied by the cut of the instrument cost less than $5. The object was, of course, to print an emotional picture to advertise a product which appeals to the emotional side of the prospect's nature. Music is a difficult product to illustrate at best, and this treatment was, at least, ingenious.

There are as many degress of "atmosphere" as there are different sorts of

(Continued on page 49.)

Price Book Nearing Completion

Officers of the Ontario Retail Hardware and Stove Dealers' Association Are Rushing Through to Completion the Members' Retail Price List — Distributed Free to Members.

PLANS which the officers of the Ontario Retail Hardware and Stove Dealers' Association had under way for the purpose of instilling new life into the association, increasing the membership, and for giving the retailers a real service between conventions, appeared in the April 10 issue of Hardware and Metal. Special mention was made of the new price book which Secretary Macpherson was preparing, and a copy of which when completed, was to be given free to each member of the Retail Association. Two illustrations showing two of the sheets in rough form were reproduced in the April 10 issue. The finished product is illustrated in this issue.

The accompanying illustrations are reproductions of the carriage bolt price list and the coach and lag screws price list. The originals measure 8½ x 14 inches. These sheets, along with several others are to be furnished complete with a loose leaf binder free to all paid-up members of the Ontario Retail Hardware and Stove Dealers' Association.

Secretary W. H. Macpherson, of Prescott, Ont., last week sent out a letter which gives details regarding the price lists. The letter reads as follows:

"Dear Sir,—You have doubtless read the circular mailed you under date of April 15th, relative to the issue of a series of price lists for the use of the members of our association.

The first issue of the series has just been received from the printer and I have pleasure in enclosing you a copy to illustrate the manner in which the various lists will be prepared. As stated, the members will be furnished with two copies of each list, all of uniform size, one of which may be mounted on cardboard and hung near the stock, and the other sheet filed in the loose leaf binder to be furnished to each member for office use. You will notice that the lists are printed on heavy ledger paper to permit of erasures being readily made when price changes occur. The following lists are now ready for publication, some already in the printers' hands:—Coach or lag screws, flat head wood screws, flat and round head stove bolts, sleigh shoe bolts, tire bolts, round head wood screws, blank nuts, square and hexagon, iron washers.

Other lists such as bar iron, wire screening, poultry netting, malleable pipe fittings, iron pipe (black and galvanized) are under preparation and will be furnished to members as soon as published.

Net costs at standard discounts will be furnished for each list for insertion by members in his private cost mark. Concessions in price and extra discounts should mean extra profit to the dealer fortunate enough to receive same, and only standard costs should be observed in fixing retail prices.

SAMPLE PRICE LISTS.

W. F. Macpherson, Secretary, Ontario Retail Hardware and Stove Dealers' Association, Prescott, Ont., is at present mailing out to hardware dealers of Ontario (as far as his mailing list covers) copies of the carriage bolt and coach screw price lists, with circular giving particulars regarding the service branch of the association. Secretary Macpherson extends an invitation, through Hardware and Metal, to retailers who do not receive copies of the price lists, to write to him direct. On receipt of request samples will be mailed promptly.

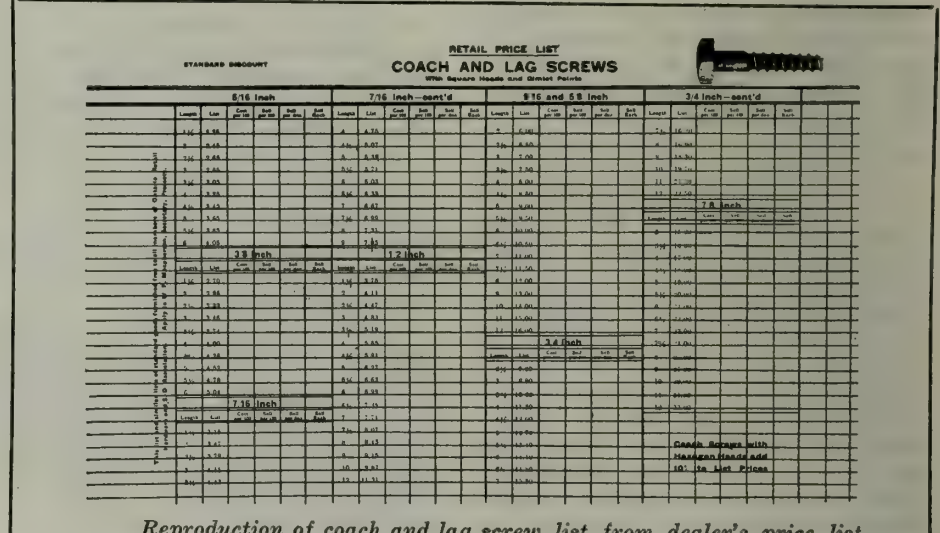
With these prepared lists, new prices can be quickly filled in and extra profits realized, when often the lack of time required to get up a new price list, defers getting the advance for weeks, at a very considerable loss. Every dealer, I am sure, will confirm this statement.

I would very much appreciate your approval of the work being done for the trade by our association, and would like you to be one of 500 to apply for membership this month. A $3 membership fee will give you membership to December 31st, 1916, all the "aid to members" promised, including price lists and binder, collection letters, lien notes, and all other aids as are extended from time to time. I have already received a goodly number of applications and if yours has not been forwarded, am sure that you will see in the proposition outlined a large and sure return for a very small investment.

Members who are paid up to December 31st, 1915, will receive all issues of lists as soon as ready.

By referring to the coach and lag screw list reproduced herewith it will be seen that the sizes usually carried by hardware firms have been listed. The list price is given for each size. A space has been provided for "cost per 100." If a merchant does not wish to insert the net cost per 100 he can simply fill in the line with the discount. Spaces are provided for selling price per 100, selling price per dozen, and selling price each.

By using these sheets the hardwaremen can save considerable time in making price changes. The chief value, however, will lie in the fact that the clerks from the junior up will have a reliable guide to consult when in need of the


STANDARD DISCOUNT

RETAIL PRICE LIST

COACH AND LAG SCREWS

With Square Heads and Gimlet Points

5/16 Inch

7/16 Inch—cont'd

3/8 and 5/8 Inch

3/4 Inch—cont'd

3.8 Inch

1.2 Inch

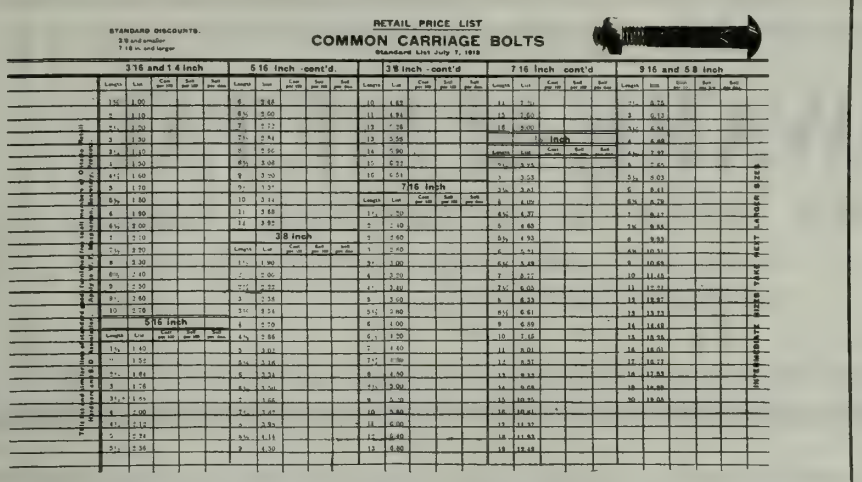
7.16 Inch

3.4 Inch

7.8 Inch

Coach Screws with Hexagon Heads add 10% to List Prices

Reproduction of coach and lag screw list from dealer's price list prepared for members of the the Ontario Retail Hardware and Stove Dealers' Association.



RETAIL PRICE LIST
COMMON CARRIAGE BOLTS
Standard List July 7, 1913

STANDARD DISCOUNTS.
3/8 and smaller
7/16 in. and larger

3/16 and 1/4 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
1½	1.00			
2	1.10			
2½	1.20			
3	1.30			
3½	1.40			
4	1.50			
4½	1.60			
5	1.70			
5½	1.80			
6	1.90			
6½	2.00			
7	2.10			
7½	2.20			
8	2.30			
8½	2.40			
9	2.50			
9½	2.60			
10	2.70			

5/16 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
1½	1.40			
	1.51			
2½	1.62			
3	1.74			
3½	1.85			
4	1.96			
4½	2.12			
5	2.24			
5½	2.36			

5/16 inch - cont'd.

Length	List	Case per 100	Keg per 100	Keg per doz.
6	2.48			
6½	2.60			
7	2.72			
7½	2.84			
8	2.96			
8½	3.08			
9	3.20			
9½	3.32			
10	3.44			
11	3.68			
12	3.92			

3/8 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
1½	1.90			
2	2.00			
2½	2.10			
3	2.20			
3½	2.30			
4	2.40			
4½	2.50			
5	2.60			
5½	2.70			
6	2.80			
6½	2.90			
7	3.00			
7½	3.10			
8	3.20			
8½	3.30			
9	3.40			
9½	3.50			
10	3.60			
11	3.80			
12	4.00			

3/8 inch - cont'd

Length	List	Case per 100	Keg per 100	Keg per doz.
10	4.62			
11	4.84			
12	5.06			
13	5.28			
14	5.50			
15	5.72			
16	6.51			

7/16 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
1½	2.20			
2	2.40			
2½	2.60			
3	2.80			
3½	3.00			
4	3.20			
4½	3.40			
5	3.60			
5½	3.80			
6	4.00			
6½	4.20			
7	4.40			
7½	4.60			
8	4.80			
8½	5.00			
9	5.20			
10	5.60			
11	6.00			
12	6.40			
13	6.80			

7/16 inch - cont'd

Length	List	Case per 100	Keg per 100	Keg per doz.
11	7.70			
12	7.90			
13	8.00			
14	8.00			

1/2 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
2½	3.15			
3	3.28			
3½	3.41			
4	4.09			
4½	4.37			
5	4.65			
5½	4.93			
6	5.21			
6½	5.49			
7	5.77			
7½	6.05			
8	6.33			
8½	6.61			
9	6.89			
10	7.45			
11	8.01			
12	8.57			
13	9.13			
14	9.69			
15	10.25			
16	10.81			
17	11.37			
18	11.93			
19	12.49			

9/16 and 5/8 inch

Length	List	Case per 100	Keg per 100	Keg per doz.
2½	6.73			
3	6.93			
3½	6.34			
4	6.66			
4½	7.03			
5	7.40			
5½	8.03			
6	8.41			
6½	8.78			
7	9.17			
7½	9.55			
8	9.93			
8½	10.31			
9	10.68			
10	11.43			
11	12.20			
12	12.97			
13	13.73			
14	14.48			
15	15.25			
16	16.01			
17	16.77			
18	17.53			
19	18.29			
20	19.05			

INTERMEDIATE SIZES TAKE NEXT LARGER SIZES

Reproduction of carriage bolt price list from dealer's price; prepared for members of the Ontario Retail Hardware and Stove Dealers' Association.

price on one or a hundred coach screws. Unfortunately in too many hardware stores such goods as bolts, screws, coach screws, etc., are sold by guess, (very often at a loss) and the clerks have nothing to guide them when quoting prices unless they consult the proprietor or head clerk—and very often the price on these lines is guessed by the higher ups. Only a short time ago the writer had occasion to purchase 1 doz. carriage bolts ¼ x 4 inch. The clerk charged ten cents for the 12 bolts. On returning next day for 12 more exactly the same size, another clerk charged 8 cents for the same goods. Mighty poor advertising for the store, you say. Yes, and mighty hard on the proprietor's profits, if many lines are sold that way. If the clerks had been provided with a proper price list which they could have consulted—instead of guessing—the variation in price would not have occurred and the firm would have secured a profit on the sales instead of selling at a loss.

The lists which are being supplied by the association are printed on heavy ledger paper. This also is a very desirable feature.

Retailers should be able to see that a series of lists embracing those mentioned in Mr. Macpherson's letter would prove very valuable.

Secretary Macpherson has received during the last few weeks a large number of applications for membership, and it is quite evident that retailers are taking a renewed interest in the efforts that are being put forth by the officers to increase the membership and to promote the "service department" of the association.

Enquiries From Quebec.

Secretary Macpherson has had several enquiries from merchants in Quebec Province, as to how to obtain the service which is being offered by the Ontario Association. By a clause in the constitution of the Ontario Retail Hardware & Stove Dealers' Association, dealers in Quebec may join the association, on payment of regular membership fee of $3, which will entitle them to full service.

ISSUES BEFORE ALBERTA CONVENTION.

(Continued from page 30.)

results. Single towns or cities could not accomplish them—it is only by the unison of the whole of the province that we have been able to do what has been done.

"We have been able to assist our members by preventing them from making bad debts. Bad debts are the greatest menace to our financial standing and I think that the majority of assignments in the past have been induced by bad debts. A better condition of our accounts can be brought about by our keeping tab on our delinquent debtors and reporting them to one another. That is a matter in which the local branches can make themselves effective and of great value to the themselves.

Against Mail Order Buying.

Then another great evil in our business is the mail order or catalogue house problem. We are and have been working on this question for some time, using its influence with the eastern manufacturers in getting them to refuse to supply these houses and in a great many cases we have succeeded. We for our part are doing our best at this end to educate the purchasing public to realize the folly of sending their money out of the province instead of supporting their home town. We are trying to show them that the value of their farms or property depends upon the progress of the adjacent town, and that the progress of the town depends upon the financial stability of the retail merchant. He is the backbone of the community. We are trying to get the Legislature to realize the enormous drain that these mail order houses are on the resources of the province. We are endeavoring to obtain an amendment to the Municipalities Act. so that local authorities will have power to deal with the matter.

"When we realize that the orders and cash sent out of each town district is equivalent to an extra store doing a cash business of upwards of sixty thousand dollars a year it is appalling and yet individually we can do nothing much to prevent it except to educate our home public to support their home district. Any effort to keep this trade where it belongs deserves the support of every retail merchant of the province, it affects every one of us.

"Another trouble we have is the disposal of bankrupt and assigned stocks. We are hoping to come to an understanding with wholesalers re this."

Treasurer N. J. McDermid (Calgary), presented the financial statement. Secretary W. H. Andrews (Calgary), in his report said that he had recently attended the convention of the Saskatchewan Board at Saskatoon and that he had obtained authority from the Dominion Board through their President, B. W. Ziemann to go ahead and organize British Columbia and form a joint Board with Alberta until such times as British Columbia could maintain itself.

All three reports were adopted. A hearty vote of thanks was tendered the Red Deer members for their kindness in arranging the auto trip ot Sylvan Lake.

MAKING FLINTLOCKS

It hardly seems possible in this age of powerful rifles, quick-firing machine guns and big cannon that there should be a demand for flintlocks, but such is the case, nevertheless. In Great Britain there is a factory manufacturing flintlocks, which is kept busy turning out these antiquated firearms. The explanation is that in many semi-civilized countries, more or less under British influence, the authorities do not permit the natives to secure modern rifles, but allow them flintlocks which enable them to secure the needed game, but do not make them a menace to the peace of the community. It might be a good plan after the war is over, says the Journal of Commerce to arm the Germans with these antiquated firearms.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, MAY 29, 1915 No. 22

THERE ARE a lot of people who think more of a cheerful manner than they do of a 5 per cent. discount. Cordiality is the cheapest thing you can dispense in your store.

• • •

BAD HABITS are the little threads with which the weak Lilliputians bound the strong Gulliver in helplessness. Good habits are like a well-made harness, enabling us to do our work with less friction and waste of energy.

• • •

MANY PEOPLE forget that the big city mail order houses cannot give goods away below cost any more than can the local merchant, and that with a big salary list, a high rental, a high tax bill and other city expenses it is not likely that goods can be sold at less than cost.

• • •

THE MAJORITY of retail advertisers of today must direct their copy to the women of the community. They are the purchasing agents. Convince the women, and you'll sell to the rest of the family. The woman studies where and what to buy; the man works to pay the bills.

• • •

IT'S A GOOD thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

• • •

COMMERCE IS not mere money-getting. It is a science, as banking and law and medicine are sciences. It should be studied as such, for with such study comes not only greater efficiency but a higher standard of ethics as well. There is no more pressing public service to be done than the discovery of the best ways of reducing the cost of distribution and of elevating business to the standards of a profession.

Spelter Soaring

LAST week we referred, in this column, to the very unsettled condition in the metal markets and to the abnormally high prices being asked for some metals. The chief feature this week has been the further advance in the price of spelter. Advances by different Canadian firms range from 3c to 5c per pound. The spelter situation is at present controlled largely by American firms. The American Metal Market in a report issued during the middle of the week said in part:

"The only comment that one can make about the spelter market to-day is that the buyers have gone perfectly crazy, and are willing to pay almost any price that is asked for any delivery up to the end of the year. All sense of values has been lost, and no thought is given to the cost of production and the cost of manufactured articles based on the prices now ruling for spelter, but it is simply a wild scramble to buy the metal at such prices as the producers care to name.

"Prompt and June spelter has sold at higher than 18.50c E. St. Louis, and it is claimed that 19c has been paid, and it is not unlikely that it has. July has been sold at 18.50c, and July, August and September together brought 18c. For the fourth quarter of the year the price to-day is about 17.25c as against sales yesterday at 16.25c up to 16.75c. Dealers are biding 17⅛c for fourth quarter but cannot find anyone to sell them. The only sign of caution that buyers are showing is that they are generally refraining from contracting for shipments beyond this year, and although the first quarter of 1916 is offered at ¾c to 1c below the price bid for fourth quarter of 1915 there are no buyers for this.

"There is bound to be a reckoning one of these days for the extravagant price that spelter has been pushed up to, but we have not the slightest idea when that will be. It will come though, just as certain as can be, and there will be a different tale to tell then than there is now."

Lead has advanced in price during the past week and in many quarters higher prices are predicted. It is remarkable that with all other metals having so sensationally advanced, lead should to-day be only about ¼c per pound higher than before the war began. It is interesting to note that there has lately developed a movement for the use of lead instead of spelter in the manufacture of lead-coated sheets to take the place of galvanized sheets. It is too early to predict as to what success this movement will attain. One thing is sure, lead has been selling at very low prices and any marked improvement in the demand would undoubtedly have the effect of advancing prices. The scarcity and high prices of some metals—have, as we predicted in market reports many weeks ago—been the cause for many advances in the price of various products sold through the hardware trade.

The Western Situation

HARDWARE AND METAL'S Winnipeg market report this week notes that a prominent Winnipeg grain man stated that, so far as the West is concerned, if the weather had been hand-picked it could not to date have been much better than that which has been experienced. Another grain man made the bold prediction that the West this year is going to see a crop of 300,000,000 bushels. This prediction may not be sure of fulfilment, but there is every reason to believe that the Western crops this year have secured a better start in every respect than for years past. The better feeling resulting from good crop conditions is already having a good effect on trade, and although buying is still on a conservative basis, there is a decided improvement in business. Another statement which is worthy of note was made by one of the high officials of one of Canada's leading banks at the annual meeting a few days ago. He stated in part as follows:

"Canada is undoubtedly a great country, young, it is true, but the progress made in the last 15 years has been most remarkable, and with almost unlimited undeveloped natural resources I am exceedingly optimistic as to its future, and especially the future of this bank. As indicated in the president's address, there was a decrease in the amount of land under cultivation 1913-1914 of about 13 per cent., but it should be known that there is, at the very least, 15 per cent. (principally wheat) more land under cultivation this year (1915) than in the year 1914. I have ascertained that the rainfall up to a recent date in this year in Saskatoon district was 1.6 inches as compared with 1.75 in the whole of last year. In the Medicine Hat district the rainfall has been 3.2 inches this year, as against practically nothing last year. In Calgary district it has been 2.4, or at least twice as much as the whole of last year. In the Lethbridge district it has been 2 inches already this year, as against practically none last year. In South Saskatchewan there has very recently been five days of continued rainfall. These figures, together with the prospective prices obtainable, to my mind, are most encouraging as to the prospects up to the present time of this year's Western grain production. In the Calgary district alone in the year 1914, 281,188 head of horses, cattle, hogs and sheep were exported, as against 83,252 head the previous year. The value of these exports last year, in round figures, was $6,500,000."

The Alberta Convention

THE retail merchants of Alberta, like their brother merchants in New Brunswick and Saskatchewan, discussed a number of important questions at their convention at Red Deer, Alta., last week, a report of which appears elsewhere in this issue. President Gaetz, in his address to the delegates, pointed out one result of organized effort on the part of the retailers when he reported that the Association had assurance from the Legislature that a Small Debts Court Act would shortly become law in that province. Among the questions which came up for discussion were a number that have been taken up at nearly all conventions in recent years. Questions dealt with included the selling of bankrupt stocks; fire insurance; abolition of weights and measures fees; co-operative associations, and transient traders and pedlars legislation. The importance of the retail merchant to the community was commented upon by many speakers. The leader of the Opposition in the Alberta House in his address referred to the necessity for supporting the home merchant. The address of H. H. Gaetz bore evidence of deep thought. The key-note of his talk was struck when he said that to keep trade at home, "we must apply ourselves by efficient means to the service of our several communities, having cleared our path of every artificial obstruction."

Quick Service

WITHIN the past few weeks three important conventions of retail merchants have been held. One of the conventions was at St. John, N.B. and another at Saskatoon, Sask. At each of the conventions Hardware and Metal had a representative present, despite the fact that the convention meeting places were widely separated. The promptness with which complete convention reports appeared in Hardware and Metal is simply another evidence of the widespread character of the MacLean Publishing Company organization, and its ability to serve the trade and to present to readers in every part of the country real live and authentic news of what the trade is doing, thinking and talking about.

Parcel Post Abuses

SENATOR Hitchcock, of the United States Senate, says that the parcel post law existing in that country must be changed. He declares that the complaints concerning it are not due to the original defects of the Bill, but rather to the perversion of the Act by changes made by the Post Office Department. He points out that the Act itself provided extremely low rates for the local transportation of parcels, the intention being to permit the shipment of country produce to the towns and merchandise from the towns to the country, at the lowest possible rate. As administered by the Post Office Department, however, it has been possible for large catalog houses located in New York and Chicago to send their goods by parcel post from a local town to the country within several hundred miles of it. This, he says, has resulted in making the Post Office Department a machine for serving and developing great catalog houses at a very low cost of transportation. It tends to centralize more than ever the business of the country, to injure the country store and the business of the country town.

The Senator says that undoubtedly the Parcel Post Law must be changed in a number of particulars in order to prevent present abuses. He states that out on the Pacific Coast it is actually possible to ship carloads of bricks by parcel post.

An Omaha Congress man further claims that the practice of catalog houses shipping their catalogs by rail to some central point and then distributing them locally by parcel post, causes an expense to the post office department that far exceeds the postage receipts therefore.

Many abuses of the system have apparently developed which were never contemplated when the bill was passed.

The Canadian parcel post system was modelled very much after the U. S. system. During the past few months complaints have been heard from many quarters regarding alleged advantages which the mail order houses have secured through the parcel post system. They will be dealt with in an early issue of this paper.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—British Command of the Seas—Profit-Sharing Scheme—Can Germany Stand Isolation?

British Command of the Seas

From Boston Evening Transcript.

THE more statistics are studied the more it becomes evident that the British command of the seas is a fact not to be overthrown by Germany, however madly the submarine may raid. Since the war begun the British have lost to the enemy merchant vessels aggregating 460,628 tons. This total sounds large by itself, but when we remember that the net tonnage of vessels registered at ports of the British Empire must be 15,000,000, we can measure the inability of Germany to shake off the pressure exerted by British maritime preponderance. The war has not prevented Great Britain from adding new strength to its merchant marine. In the past year the merchant tonnage put into the water from its shipyards has been three times the total of that captured or destroyed by the Germans. The British naval and the British mercantile fleet lines are constantly being reinforced.

* * *

Profit-Sharing Scheme

From National Hardware Bulletin.

DURING the past few weeks there has appeared in a number of trade papers a pretty smooth story which to our mind is really a very catchy advertisement for a coupon premium enterprise.

Of course we read it as hundreds of others have done, in fact we read it several times for it was interesting, and as previously stated pretty smooth; later came full page advertisements of this coupon scheme and we read those also.

The story is beautifully glossed with the rose colored idea of better sales and increased profits.

The manufacturer buys the profit sharing coupons and packs them with his goods, which go through the regular channel to the consumer, who files away the coupons until a sufficient number have accumulated to purchase whatever strikes his fancy in the premium book. The dealer gets his compensation out of the increased demand for the coupon-bearing articles.

It is the manufacturer who pays for the coupons.

It remains now to be seen whether or not the manufacturer will fare as has the retailer in handling trading stamps. We know the latter is dissatisfied with them.

We question if the coupon scheme will bring increased demand for an article.

The trade pulling qualities of coupon-bearing goods lie chiefly in the coupon.

Let one competitor pack coupons with his products and others will do likewise, thus depriving the former of his advantage and putting all on a par in this respect.

Another thing, if the premiums stocked by the coupon firm are standard, advertised goods, and they are listed to the consumer at wholesale prices, will it not demoralize the business of merchants handling such goods just as badly as do cut price quotations by mail order houses and department stores?

We infer from the write-ups of this scheme that goods and prices are to be found as we have indicated. If such proves to be the case, we can see prospects of trouble for both manufacturer and retailer.

* * *

Can Germany Stand Isolation?

From the New York Sun.

ACCORDING to an American just back from Germany the question of the hour there among financiers is the ability of the German nation to stand isolation from the rest of the world. German students of economy, he said, are even going so far as to say that the economic position of Germany to-day is as sound as it ever was and that with her foreign trade gone and cut off from communication with the rest of the world she can live indefinitely within and upon herself without impairing her financial standing. His own answer to all such attempts to convince him was to compare the German position to the following anecdote:

Two Irishmen, joint owners of a bottle of whiskey, set out to a fair in a neighboring town with the intention of retailing the whiskey at a shilling a drink. The way was long and the sun hot. Soon one of them suggested that a drink would do no harm and there would be still plenty to sell to strangers. The second refused and insisted that his partner should pay his shilling like a regular customer. The drink was taken and the money changed hands. Presently the power of resistance of the second was weakened by a whiff of his neighbor's breath and he too had and paid for his drink. To shorten the story both came to themselves many hours later to find their bottle empty and each with exactly same money in spite of the fact that each drink of whiskey had been bought and paid for in the regular way.

* * *

Mistake in Corporate Management

From American Metal Market.

WE have in mind two large corporations engaged in practically the same line of business. One of them has men in its organization who do nothing but work. Some of the men work hard and some of them do not, but the latter do nothing else for the organization. The other corporation has at its head a man who does no routine work, but who spends all his time observing and thinking. He keeps posted upon what is going on in his particular industry and what is going on in the world at large. He has time to digest facts and to analyze their bearing upon the situation in which his company is placed. Every minute he knows what his company ought to do next. As each change occurs in the general situation he knows how his individual policy should be modified, so that it is always molded to meet the conditions as far ahead as a keen observer, with ample opportunity to observe, can foresee them.

How many corporations are so conducted? There are many in the steel industry that are not. They are penny-wise and pound foolish. Probably they would regard as a luxury an officer who was not engaged continuously in what they would call real work, in financing, in selling, in planning machinery, of getting work out of those under him.

Practical Course for Sheet Metal Workers

Article No. 32 of Series

By CHARLES SEIVERS

IN this issue is shown a pediment resting on sloping top of cornice. The mitre at peak being described in a previous plate, it is proposed to deal only with mitre resting on raking top of cornice. At elevation, A-B-C represents the pediment resting on sloping corner of cornice as shown by D-E. To draw pattern first, from a line as A-B in Fig. 1, erect an elevation of portion of one side of pediment as shown by B-C-D-E.

In this elevation draw or place a section of moulding as shown by section. Divide the curved mouldings into a number of equal parts and from each angle of the straight members and each division of the curved members draw lines parallel to C-B extending them to the line A-B.

On A-B erect a section of the sloping top on which the pediment is to rest, as shown by A-F-G.

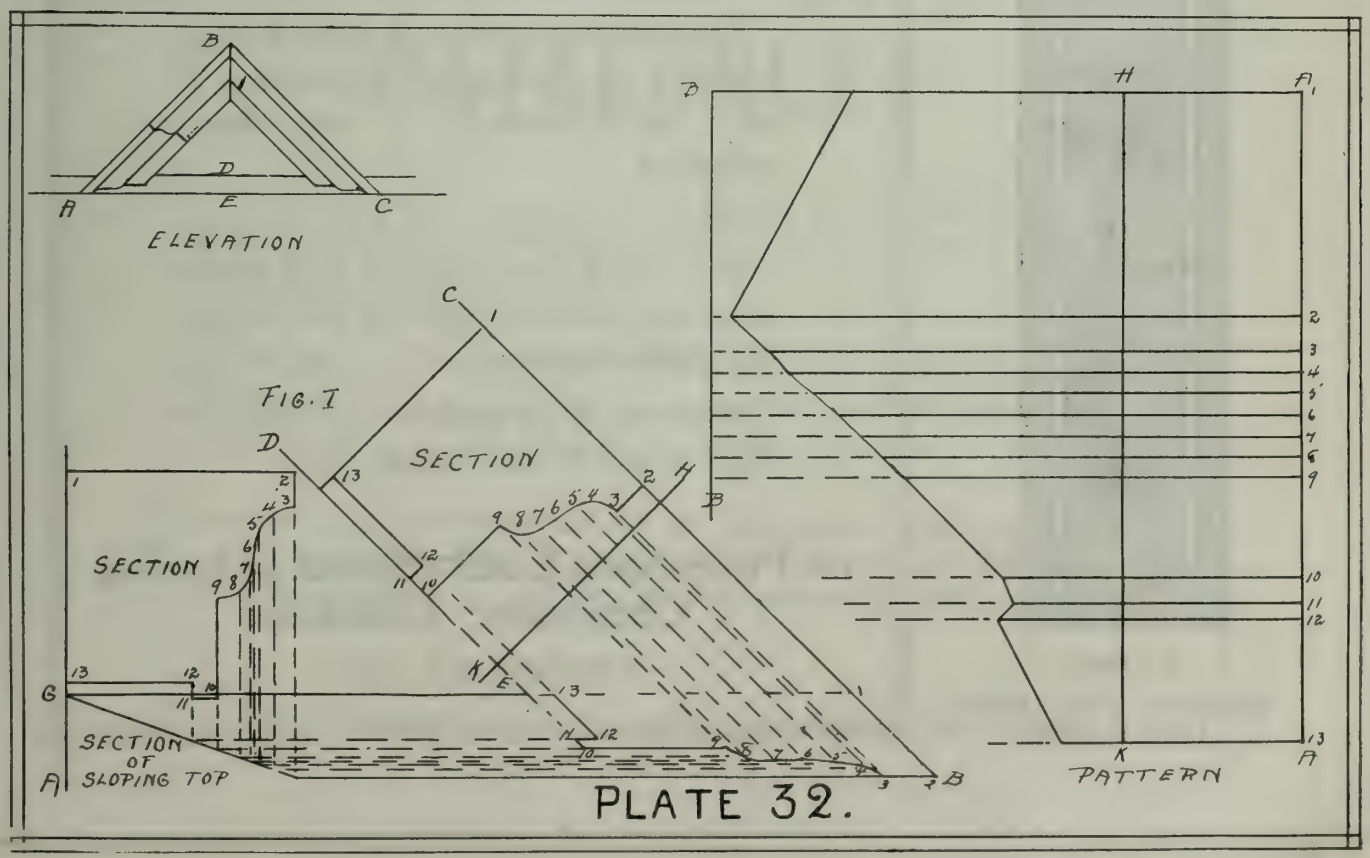
Immediately above the section A-F-G place a section of moulding as shown by section, and divide into parts as on the elevation, draw lines from each angle and division parallel to A-G until they intersect the line F-G. From where each line intersects the line F-G draw lines parallel to A-B until they intersect line drawn from their corresponding points in elevation, that is the line from point 1 on elevation intersected by line from point 1 on section of sloping top, point 2 by line from point 2, etc. A line drawn through the points thus obtained give true mitre line from which pattern is obtained.

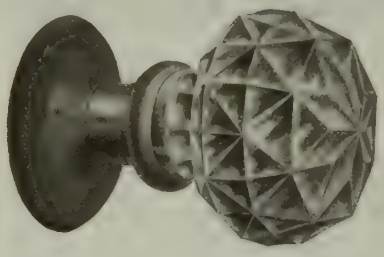
The accompanying article is No. 32 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

To lay off pattern draw two stretchout lines and on them lay off the different division on section as shown by 1-2-3-4, etc. Then draw lines joining 1 and 1, 2 and 2, 3 and 3, etc. As a line from which to obtain measurements on elevation draw the line H-K at right angles to B-C and on the stretchout a corresponding line, or one of the stretchout lines may be used to set off measurements from.

With compasses or dividers measure from line H-K, on the line now drawn from point 1, to the intersection of the line 1 and 1, and set off from line H-K on pattern, measure from H-K to intersection of lines 2-2, and set off on line two on pattern, proceed in the same manner with all the remaining lines, until all have been set off on the pattern, a line drawn through these points obtained will give outline of pattern required.

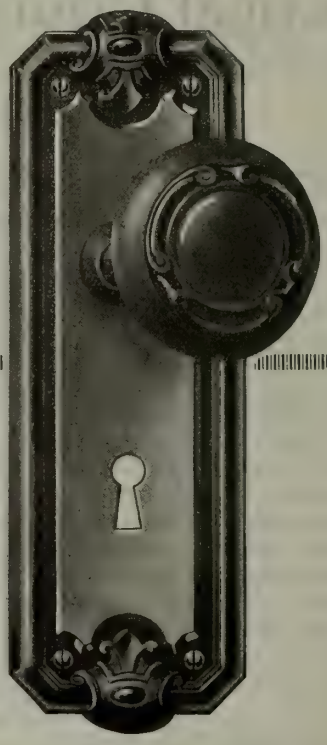
Every retailer gets a lot of advertiseing from people who do business with him. You, of course, want all the profitable publicity you can get, but the sort you receive from dissatisfied customers is not conducive to increased sales, and the less you have of it, the better.





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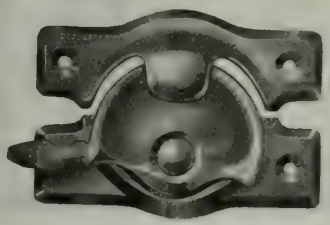
We co-operate with you in every way to land business, and will gladly send our salesmen to help you on any big proposition.

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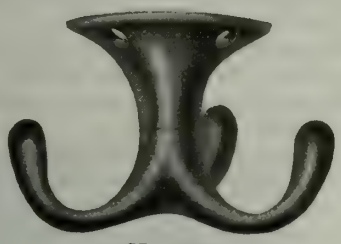
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Did You Receive Your Copy of the 1915 Peterboro Lock Co. CATALOGUE?

We have spared no expense or efforts in compiling this catalog so as to make it interesting, *easily understood and helpful to the hardware merchant.*

Its simplicity enables you to figure on any job that comes along, no matter how large or small the building, and eliminates all danger of mistakes in specifications.

In addition to our large variety of locks and sets we manufacture a complete line of staple hardware which is fully illustrated in catalogue. All the leading jobbers stock our goods.

Junior Clerk's Page

Personal Power--Your Biggest Asset*

By DR. ORISON SWETT MARDEN.

THE great problem in manufacturing is to get the largest possible results with the least possible expenditure, the least wear and tear of machinery. Men study the economy in their business of getting the maximum return with the minimum expenditure, and yet many of these men who are so shrewd and level-headed in their business pay very little attention to the economy of their personal power expenditure.

There are many people of a high order of ability who do very ordinary work in life, whose careers are most disappointing, simply because they do not keep themselves in a physical and mental condition to do their best thing.

In every place of business we find employees who are only about half awake, half alive; their bodies are full of dead cells, poisoned cells, because of vicious living, vicious thinking, vicious habits. Is it any wonder that they get so little out of life when they put so little into it?

I know men in middle life who are practically where they were when they left school or college. Their enthusiasm has long since petered out; their work has become a drudgery because they have not vim enough to be interested in it. They have not advanced a particle; some have even retrograded, and they cannot understand why they do not get on, why they are not more successful. But everyone who knows them sees the great handicaps of indifference to their health, neglect of their physical needs, dissipation, irregular living, slipshod, slovenly habits, all sorts of things which are keeping them down, handicaps which even intellectual giants could not drag along with them and make any kind of progress.

Everywhere we see young men and women crippled in their careers, plodding along in mediocrity, capable of great things, but doing little things, because they have not vitality enough to push their way and overcome the obstacles in their path.

The author's book is wishy-washy, does not get hold of the reader because he had no vigor, no surplus vitality, to put into it. The book does not arouse because the author was not aroused when he wrote it. It is lifeless because of the writer's low state of vitality.

The clergyman does not get hold of his people because he lacks stamina, force and physical vitality. He is a weakling mentally because he is a weakling physically. The teacher does not arouse or inspire his pupil because he lacks life and enthusiasm himself. His brain and nerves are fagged, his energy exhausted, burned out, his strength depleted, because he has not taken proper care of himself.

Everywhere we see these devitalized people, without spontaneity, buoyancy or enthusiasm in their endeavor. They have no joy in their work. It is merely enforced drudgery, a dreary, monotonous routine. They try to whip themselves to increased effort, but they are not physically equal to it.

These people remind me of a story I heard of an ignorant pedlar and his horse. This man, a fruit vendor, bought an old horse very cheaply at an auction sale. He was delighted with his bargain, but to his dismay very soon found that it was almost impossible to get any speed or work out of the animal. One day, while trying in vain to urge it on, he met a shrewd fellow-vendor, who told him that he had in his cart a magic remedy which would make a young horse out of an old one and a fast horse out of a slow one. All one had to do when his horse began to lag or give out was to apply this remedy, and he would get immediate results. The unsuspecting fellow bought the magic "remedy," which proved to be a whip. For a day or two it worked so well that he said it was worth many times what he had paid for it, because it put new life into his horse, and he could get much more work out of it than he could before. One morning, however, on going to his stable he found the poor old horse dead.

We may laugh at the foolishness and stupidity of this gullible fellow, but there are multitudes of people who are just as foolish, who daily apply the whip to an overworked, poorly nourished, devitalized body. They try to urge on faculties that are robbed of their power by ill-health.

Most of us are at war with ourselves, are our own worst enemies. We expect a great deal off ourselves, yet we do not put ourselves in a condition to achieve great things. We are either too indulgent to our bodies, or we are not indulgent enough. We pamper them, or we neglect them, and it would be hard to tell which mode of treatment produces the worst results. Few people treat their bodies with the same wise care and consideration that they bestow upon a valuable piece of machinery or property of any kind from which they expect large returns.

Personal power is the aim of every sane ambition. We may not think about it in just that way, but whether we are bending all our energies to make money or to write books, to paint pictures or to make machines, to win a position at the bar, or to build up a big business, whatever our immediate ambition, our real aim is to get more power. Whether it comes from money, from business reputation, from fame as physician, lawyer, writer, artist, or what not, power is what we are after, and there is no way of gaining or increasing it so effectively as keeping up all of our standards, physical, mental and moral, by doing everything we possibly can that will increase our self-respect, that will give us more robust health, make us think more clearly and act more efficiently.

Of course, there are isolated examples of people who have succeeded in spite of ill-health, just as there are exceptions to every rule. But the exceptions do not affect the rule, and for the average man or woman success without the physical basis of health is impossible.

One of the first essentials of success is to be a first-class animal. A sound mind in a sound body is a pre-requisite.

(Continued on page 45.)

*Reprinted from MacLean's Magazine.

New Hardware Goods

Offered Canadian Hardwaremen

THE MAGIC PLUMBER.

Abbot Hardware Co., 636-638 Columbus Avenue, New York, N.Y., offers to the Canadian trade the Magic Plumber, a preparation which it is claimed thaws frozen drain pipes, clears refrigerator drains, dissolves accumulations of lint, cloth, hair, slime, grease, sponge,



The Magic Plumber in Package.

chamois, vegetable matter, cigar and cigarette butts, chewing tobacco and leather in drain pipes.

The makers claim that, in addition to its usefulness for clearing clogged-up waste pipes, it will clean, deodorize and disinfect garbage cans, toilet bowls, urinals, etc.

MARBLE'S R-9 SIGHT.

Marble Arms & Manufacturing Co., Gladstone, Mich., have recently added to the Marble line the R-9—a special



Marbles R-9 Sight.

rear sight for the model 16 Remington .22 Auto Loading Rifle. This sight is designed along the lines of the Marble Flexible Rear Sight. In fact, the R-9 is the same as the Flexible in every detail except that the flexible spring feature is necesarily omitted because the tang holes of the Remington Auto Loader are too close together.

The company has also placed on the market a number of other new lines, including the V-M, or aperture front sight, jointed rifle rods with steel sections, solid rifle rod of steel or brass, and No. 170 auxiliary cartridge to use the 25 Colt automatic pistol cartridge in the new 250/3000 Savage rifle. A new consumers' catalogue (No. 16) has just been issued by the firm. The catalogue consists of 56 pages and contains a large amount of interesting matter regarding Marble's products.

P. S. & W. PRUNING SHEAR.

The Peck, Stow & Wilcox Co., Southington, Conn., are placing on the market a light six-inch pruning shear suitable

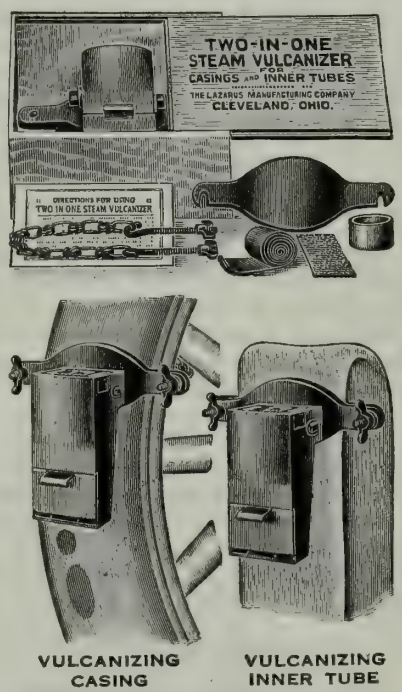


P. S. & W. Pruning Shear.

for clipping blossoms or trimming rosebushes, etc. The shear is forged from good quality steel, highly polished. It is made in one size only (six inches), is carefully wrapped in anti-tarnish paper, and packed in neat individual boxes.

TWO-IN-ONE VULCANIZER.

The Lazarus Mfg. Co., Cleveland, Ohio, offers to the Canadian trade the "Two-in-One Vulcanizer." The vulcanizer, is said to be a new invention that has been given a thorough test in the plant of one of the largest tire factories in the world and passed the tests successfully. The makers state that the Two-in-One Vulcanizer is adapted for both casings and inner tubes, making it in reality two machines in one. One of the essential improvements is the enclosed flame that conforms, it is claimed, with insurance regulations, permitting its use with safety in the garage. The vulcanizer has a concave surface designed to fit all size tires. The makers



Two-in-One Vulcanizer.

state that casings can be repaired without deflating and on account of the vulcanizing process being the same as that used in the manufacture of the tire it is impossible to burn or scorch the rubber. The vulcanizer is said to be simple, safe and sure, requiring no gauges or thermometers in its operation. Water is placed in the vulcanizer at the factory and requires no further attention. The directions for using are as follows:—Fill small can, furnished with outfit, to brim with gasoline, pour into vulcanizer cup and ignite. This will heat the water, thereby generating steam to the proper temperature for vulcanizing. When flame has burned out, remove outfit and tire or tube is thoroughly vulcanized. The outfit is put up in a substantial box, that fits tool case and includes chain, hook bolts, thumb nuts, roll of repair gum, measuring can, sand paper and instruction sheet.

Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.

New Firms

Cornwood, Sask.—Smith & Watt have opened a hardware store.

Mulvey Hill, Man.—A. F. Deruchie is starting a hardware and tinsmith business.

At the Front.

Brantford, Ont.—Word has been received that J. Hawkes died as the result of wounds sustained in fighting near Ypres. Mr. Hawke was for many years identified with the Turnbull & Cutliffe hardware firm of this city.

Business Changes.

St. James, Man.—A. F. Deruchie has moved his tinsmith shop to Mulvey Hill.

Areola, Sask.—W. Patterson, tinsmith and plumber, has been succeeded by Montgomery & Patterson.

Cadogan, Alta.—Block Bros., hardware, have dissolved. J. A. Block continues the business.

Personals.

L. J. Coderre, manager of La Cie Coderre Fils, Inc., Sherbrooke, who had a narrow escape from death when their store was burned down in January, is now well enough to go around, but will not be fit for work for several weeks yet.

Canada's Shell Orders.

According to the shell committee at Ottawa, which has charge of the distribution of orders and the delivery of same to the British War Office, Canadian concerns have already had orders amounting to $154,000,000. The output is growing rapidly, and it is expected that the average daily output will shortly reach 40,000 shells.

Obituary.

Montreal.—M. E. Duncan, vice-president and general manager of the Canada Car & Foundry Company, died at his home in this city from hemorrhage of the brain. He joined the company three years ago. He was born in New York in 1862.

Toronto, Ont.—After an illness from anaemia extending over practically a year, Andrew Muirhead, president of A. Muirhead & Company, Ltd., paints and varnish manufacturers, died on May 25, at his residence, 4 Madison avenue. Mr. Muirhead's illness was first noticed nearly three years ago, but it was only during the last year that it caused him serious trouble.

The late Mr. Muirhead was born of Scotch parentage at Long Point, Quebec, in 1842, and had seen active military service, having fought with the Victoria Rifles, Montreal, during the Fenian Raid. He came to Toronto over 40 years ago, and in 1880 established the business now known as A. Muirhead & Company, Ltd., with head offices at 215 King street east.

Mr. Muirhead was a member of the Board of Trade and the Manufacturers' Association, but took little interest in public life, and never aspired to official positions, though he had opportunities of doing so. His business and home life were his chief interests. Mr. Muirhead is survived by his widow and four daughters.

Montreal.—Robert Munro, for fifteen years managing director of the Canada Paint Co., died at the Royal Victoria Hospital, Montreal, on Friday, May 21. Mr. Munro, who was born in Glasgow seventy-four years ago, came to Canada in 1890 to establish a branch of the Alexander Ferguson Company, of Glasgow, paint manufacturers. This he successfully accomplished, and for seven or eight years remained in full charge. He then formed a company and bought the business, which was operated under the name of the Canada Paint Company, and for about fifteen years remained with the concern as managing director.

Mr. Munro for many years had been a member of the Board of Trade, and was also president of the Canadian Manufacturers' Association. His knowledge of business conditions was highly regarded, and for the last-named body about eight years ago he made a trip to the West Indies with the intention of promoting better trade relations with the Dominion, and his errand was not unsuccessful.

Besides Mrs. Munro, he is survived by Allan Munro, proprietor of the Allan Munro Color Co., and Mrs. Dobson, wife of Rev. J. R. Dobson, pastor of St. Giles Presbertian Church.

Strathroy, Ont.—The death occurred here on May 21, of Richard John Avery, hardware merchant, in his 56th year. When a young man Mr. Avery entered the butcher business with his father, taking possession of the business after the death of his father, which he conducted till December, 1905, when he disposed of the business and entered the Canadian Handle factory as manager. Last fall, owing to his health failing, Mr. Avery had to sever his connection as an active member of the company, and purchased the Wright hardware.

Mr. Avery took a prominent part in municipal life, having served as mayor in 1899 and several years in the council. He also was reeve and served on the county council. He was also a member of this year's Collegiate Institute Board.

Toronto, Ont.—The death occurred here on May 23, of Walter Dowker Beardmore, president Beardmore & Co., tanners and leather merchants. Mr. Beardmore's father established the business from which has developed the large concern known as Beardmore & Co., tanners and leather merchants, one of the largest firms in that business in Canada, embracing houses in Toronto and Montreal and tanneries in Acton West and Bracebridge. Mr. Beardmore took over his father's business at the age of 21 years, and subsequently George W. Beardmore, A. O. Beardmore and F. M. Beardmore were admitted to the firm. Mr. Beardmore was president of Beardmore & Co., a director of the Mutual Life Insurance Association, president of the Dominion Lumber Co., of the Muskoka Leather Co., of the Acton Tanning Co., and of the Beardmore Belting Co. He served as chairman of the Toronto Board of License Commissioners for some years. He was an Anglican, a member of the Toronto Club, Toronto Hunt Club, the York Club, the Ontario Jockey Club, the Ontario Club, the Royal Canadian Yacht Club and the Sports Club, London, Eng. Mr. Beardmore had been ill for some months and his death was not unexpected.

Canadian Manufacturers' Association Organizing.

Toronto, Ont.—The Canadian Manufacturers' Association has organized a half-million dollar company to develop Canada's export trade in manufactured articles and natural products, and application is being made for a federal charter for a company to be organized with an authorized capital of a half-million dollars. The company will be known as the Export Association of Canada, Ltd., and

the head office will probably be in Montreal. It is also intended to open an office in London, Eng.

The object of the Export Association of Canada, Limited, is to provide an organization to secure for Canada a new and larger portion of the world's trade under the changed conditions brought about by the war, and to develop and carry on the export trade in Canadian products upon national co-operative lines.

Assurances have been given of co-operation by the Dominion Government, the railways and large manufacturing interests for the proposed organization. Provisional directors have been named and managers appointed.

The provisional directors appointed are: J. H. A. Acer, Laurentide Co., Ltd., Montreal; G. F. Benson, Edwardsburg Starch Co., Ltd., Montreal; C. N. Candee, Gutta Percha & Rubber, Limited, Toronto; G. H. Duggan, Dominion Bridge Co., Ltd., Montreal; H. L. Frost, Frost Wire Fence Co., Ltd., Hamilton, Ont.; C. B. Gordon, Dominion Textile Co., Ltd., Montreal; R. H. McMaster, Steel Company of Canada, Ltd., Montreal; W. W. Near, Page-Hersey Iron Tube & Lead Co., Ltd., Toronto; J. H. Sherrard, Alaska Feather & Down Co., Ltd., Montreal; A. W. Wheatley, Canadian Locomotive Co., Ltd., Kingston, Ont.

The provisional directors have arranged to secure the services of F. C. Armstrong, of London, England, and R. J. Younge, of Montreal, to organize the association, and afterwards for the first year of operations to act as joint general managers.

PERSONAL POWER.

(Continued from page 42.)

Vigorous, abounding health is a duty as well as a necessity.

It is everyone's sacred duty to keep himself up to the highest possible standard, physically and mentally, otherwise he cannot deliver the divine message entrusted to him by his Creator in its entirety to the world. It is everyone's sacred duty to keep himself in a condition to do the biggest thing possible to him. It is a positive sin to keep oneself in a depleted, run-down, exhausted state, so that he cannot answer his life call or any big demand that an emergency may make upon him.

To be confronted by a great opportunity of which you are powerless to take advantage, because you have let your energy leak away in useless, vicious ways, or to feel that you can only take hold of your great chance tremblingly, weakly, with doubt instead of assurance and a consciousness of vigor, is one of the most disheartening experiences that can ever come to a human being.

If you would make the most of yourself, cut away all of your vitality sappers, get rid of everything which hampers you and holds you back, everything which wastes your energy, cuts down your working capital. Get freedom at any cost. Do not drag about with you a body that is half dead through vicious habits, which sap your vitality and drain off your life forces. Do not do anything or touch anything which will lower your vitality or lessen your chances of advancement. Always ask yourself: "What is there in this thing I am going to do which will add to my life-work, increase my power, keep me in superb condition to do the best thing possible to me?"

If we would only study the needs of our bodies as we study the needs of the plants in our gardens, and give them the proper amount and variety of food, with plenty of water, fresh air and sunshine, we would not be troubled with disordered stomachs, indigestion, biliousness, headache, or any other kind of pain or ache.

If we used common sense in our diet, lived a plain, sane, simple life, we would never need to take medicine. But the way many of us live is a crime against nature, against manhood, against our possibilities.

Take the treatment of the digestive apparatus, for instance, which really supplies the motor power for the whole body, and we will find that most of us do not give it half a chance to do its work properly. The energy of the digestive organs of many people is exhausted in trying to take care of superfluous food for which there is absolutely no demand in the system. So much energy is used up trying to assimilate surplus, unnecessary food, improper food, that there is none left to assimilate and digest that which is actually needed.

Men are constantly violating the laws of health, eating all sorts of incompatible, indigestible foods, often when the stomach is exhausted and unable to take care of simple food. They fill it with a great variety of rich indigestible stuffs, retard the digestive processes with harmful drinks, then wonder why they are unfit for work, and resort to all sorts of stimulants and drugs to overcome the bad effects of their greediness and foolishness.

Many go to the other extreme and do not take enough food or get enough variety in what they do eat, so that some of their tissues are in a chronic condition of semi-starvation.

The result is that while there is a great surplus of certain elements in some parts of the system, there is a famine of different kinds of elements in other parts of the system. This inequality, disproportion, tends to abnormal appetites that often lead to drinking or other dissipation. Many people resort to dangerous drugs in their effort to satisfy the craving of the starved cells in the various tissues when what they really need is nourishing food.

There are only twelve different kinds of tissues in the body and their needs are very simple. For instance, almost every demand in the entire system can be satisfied by milk and eggs, though, of course, a more varied diet is desirable, and should always be adjusted to suit one's vocation and activities. Yet, notwithstanding the simple demands of nature, how complicated our living has become!

The great thing in life is efficiency. If you amount to anything in the world, your time is valuable, your energy precious. They are your success capital and you cannot afford to throw them away or trifle with them.

Whatever else you do, husband your strength, save your vitality, hang on to it with the determination with which a drowning man seizes and clings to a bit of log at sea. Store up every bit of your physical force, for it is your achievement material, your manhood timber. The man who has no money is rich compared with the man who has squandered his vitality, thrown away his precious life energy. Gold is but dross compared with this, diamonds but rubbish, houses and lands are contemptible beside it.

Dissipators of precious vitality are the wickedest kind of spendthrifts; they are worse than money spendthrifts; they are suicides, for they are killing their great chance in life, their power to be strong, vital efficient men and women. They are squandering their biggest success asset.

WE ARE LOOKING FOR A GOOD MAN.

We have an opening on the editorial staff of Hardware and Metal which offers splendid prospects for the right kind of a man. If you have a good knowledge of English composition, are experienced in selling, have a knowledge of advertising, and know the hardware trade, we would like to hear from you. When applying, give definite particulars of present employment, age, experience, and salary required. Kindly apply by letter only. All applications will be treated confidentially.

Address: Hardware and Metal, 143-153 *University Ave., Toronto.*

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The business outlook in the rural districts is bright and crop conditions continue favorable. Some lines of summer goods, such as refrigerators, ice cream freezers, etc., have not been moving as freely as is usual at this season of the year. This is due to the recent cool and unseasonable weather. The metal markets are still unsettled. Spelter has taken another big jump in price, and present quotations are very much higher than any previous price on record. Stocks of spelter are very low and many manufacturers have been inconvenienced as a result of the scarcity and the prevailing high prices. Copper is in heavy demand. Lead remains firm, and higher prices are predicted. It is remarkable that, despite the unheard-of prices of many other metals, lead is only about ¼c per pound higher than the price in effect before the outbreak of the war. Western Canada reports indicate a better feeling in the West, and although buying is still conducted on a conservative basis, there is a general improvement noticeable.

MONTREAL.

MONTREAL, May 27.—The week has shown little change in the hardware trade. Cold, backward weather has had the effect of curtailing the demand for some of the seasonable lines, but for the most part country buying continues in good volume, and the city store trade shows continued improvement so far as general lines are concerned. Big business continues very dull, particularly with regard to building materials. The metal markets have become very active again, and spelter has been making some new price records, with lead also getting attention. Metal products generally are strong, with prospects of further price changes. Rains have interfered with demand for hose and sprinklers, and freezers have been rather slow; June cutlery is in fair demand, but there is a difficulty in getting supplies.

The Metals.—The metals have had another week of activity, with spelter as the leading feature. Spelter has recently broken all bounds, with the result that last advance in products are likely to be followed by others almost immediately. Lead has been advanced 25c, following a change in the Trust quotation in the States. Tin continues rather easy and copper firm, while zinc is soaring to new levels. Necessarily, metal products of all kinds are being affected by the conditions referred to, and the markets are strong and unsettled.

Tin.—The market continues fairly easy, and the price has been brought down about 2c to 48c and 49c. New York reports that some slight interest has been injected into a dull market there by the entry of Italy into the war, which created a better feeling in all lines of trade in England—especially speculative circles—and advances have been recorded there. New York believes that if speculation abroad becomes active, increases are likely to be quickly recorded, as tin is regarded as being on a comparatively low level, considering the conditions prevailing. Against this is the quiet state of the market in the States, where there appears to be plenty of supplies in sight.

Copper.—Locally copper is holding very strong on the 21c level. New York quotes a fraction off from last week at 18½c, but recently the tone there has been very strong, based on the general improvement in trade circles in England following the entry of Italy into the war. Further advances in copper products in general are anticipated, the increases thus far not having overtaken the market for raw material.

Spelter.—A further advance of about 3c in the spelter quotations here gives some idea of what that metal has been doing. The price is now 21c to 21¼c, and there are indications that the level may be raised. New York reports that buyers have gone crazy, and that they seem willing to pay almost any price for delivery before the end of the year. Sense of values has seemingly been lost, and there appears to be no appreciation of the cost of manufactured products on the present basis of the raw material. Further changes in the prices for all products are in order, and galvanized sheets are expected to advance in the course of a few days. A New York authority comments that there is bound to be a reckoning one of these days for the extravagant price that spelter has been pushed up to, but "we have not the slightest idea when that will be—and there will be a different tale to tell then than there is now." The advance in New York over the week is 3¾c.

Solder.—In sympathy with the easier market for tin, there is a shading off in the quotations for solder, but the situation is so unsettled in relation to manufacturing costs and stocks on hand that there is a considerable spread in the prices ruling. Half-and-half is spreading between 25c and 29c, and strictly between 28c and 32c, with the tendency towards the lower figures.

Lead.—An advance of ¼c in the lead market comes with a rise of $2 the ton quoted by the American Trust—and the opinion of those close to the situation is that there will be further changes in an upward direction. The higher values seem to be due to the fact that there has lately developed a demand for lead to take the place of spelter in producing a coated sheet; however, the success of the movement cannot as yet be decided. In any event, it is being realized that lead has been held at comparatively low valuation.

Antimony.—There is little more to be

MONTREAL QUOTATIONS.

Tin	48c-49c
Spelter	21c-21¼c
Copper	21c
Lead	6c-6¼c
Antimony	35c
Solder, ½ x ½	25c-29c
Solder "strictly"	28 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

said regarding antimony. Prices are nominal, and where there are stocks holders can ask about what they like. Supplies of English manufacture have practically disappeared, and there are no new shipments coming, while there is no definite assurance as to imports from the East.

Zinc.—Last week's prediction as to further advances in the prices for sheet zinc has been followed by a market that is completely upset. As compared with 18½c and 19c the figures now heard are 23c to 25c.

Sheets and Plates.—The rapid advances in the price of spelter already warrant higher quotations for galvanized sheets and plates than those adopted a week ago, and these higher prices are likely to go into effect at any time. In connection with the last advance the prices for Fleur de Lis should read: 16-20, $4.05; 22-24, $4.30; 26, $4.55, and 28, $4.80.

Iron and Lead Pipe.—In connection with the last advances in the prices for black and galvanized pipe, the following quotations adopted in Montreal represent a higher range than the minimum and apply to small business:

Per 100 feet.	Black.	Galvanized.
¼ and ⅜ in. ..	$2.39	$3.54
½ in.	2.86	4.21
¾ in.	3.27	5.08
1 in.	4.83	7.52
1¼ in.	6.54	10.17
1½ in.	7.82	12.16
2 in.	10.53	16.36
2½ in.	16.63	25.86
3 in.	21.75	33.82
3½ in.	26.14	40.67
4 in.	30.98	48.19

Owing to the higher prices prevailing for spelter higher charges for galvanized pipe may be expected.

With the advance in the lead market the quotations for lead pipe are very firm. The demand is only fair. Prices are 8c for lead pipe and 9c for lead waste pipe, strictly net.

Bar Iron and Steel.—The market for bar iron is a trifle easier for big business, and, while the base continues at $2, $1.95 is heard for car orders.

Copper Rivets.—The recent advance in the price of copper rivets is likely to be followed by still higher values as the result of the continuance of the high cost of copper.

Screws and Bolts.—There is reported to be a little better demand for bolts for general trade, and screws are very firm in sympathy with the metal markets.

Rope. — The rope market is very firm, and, with the advancing costs for raw materials, higher prices are likely to be brought about in a general change, with the probability that binder twine will also be affected. Demand is fair, with some improvement being noted in Western Canada.

Oakum.—The oakum market is easier, with values declining somewhat. One house quotes $3.60 as compared with $3.75.

Nails, Fencing, etc.—The demand for nails and fencing is only fair, the former being affected by heavy deliveries prior to the last advance, while shipments of the latter are practically over. Poultry netting is still moving very well.

Builders' Hardware and Materials.—The situation as regards builders' hardware and materials shows very little change from the dullness which has prevailed for some time. New lists are still being awaited as to prices on builders' hardware; one new catalogue has been received, but the discounts are not complete.

Cutlery.—There is a fair demand for cutlery for the spring wedding business, but there is a difficulty in getting supplies from the Old Country, and this is proving a considerable handicap.

Utensils. — With copper remaining firm and spelter advancing rapidly, the market for utensils manufactured from these metals is very strong, and for galvanized ware in particular further advances in prices are to be expected.

Stoves.—A reluctance to place orders continues in the stove business, and this makes the season a very late one. However, there is a chance that the buying is being deferred until the last moment, as in most branches of retail trade.

Seasonable Lines.—Movement of harvest tools is brisker, and there is a fair call for garden and lawn tools, although the plentiful rains have had the effect of deferring interest in hose and sprinklers.

Tees and Straps.—Advances have been made for tees and straps, "heavy" now being quoted 40 per cent. as compared with 40 and 10 per cent., and "light" 65 and 5 per cent. off, as compared with 70 per cent.

TORONTO QUOTATIONS.

Tin	42c
Copper	21c
Spelter	22c
Lead	5¾c
Antimony	40c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Poultry Netting	45%
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

TORONTO

TORONTO, Ont. May 27.—The volume of trade continues at about the same level and conditions generally show little change. The outlook in rural districts is bright and crop conditions continue to be favorable which is having a beneficial effect on business generally. Seasonable lines such as refrigerators and ice cream freezers have been quieter during the spell of cooler weather but a nice business is reported in gas ranges and oil stoves; other branches of the stove business are dull. There is a good demand for garden and harvest tools, and allied goods. Shelf lines are moving out fairly well with steady demand.

Galvanized sheets are quiet but firm at the advance reported last week. The spelter situation is becoming more serious and the market is advancing. If this continues, and it most probably will, prices on all galvanized products are bound to advance. At present the market for these lines is unsettled and there is little hope of any improvement in the situation while the war lasts. The entry of Italy into the war as a belligerent has affected the rope market and the situation as regards raw materials has become more serious. It is highly probable that prices of Italian hemp rope will be advanced shortly. The building trade is dull, but a better demand is reported for builders' hardware and supplies. An advance in prices of double-filled cotton duck is announced due to high cost of raw materials.

Metals.—The feature of the metal markets this week is the continued upward movement of spelter which has reached an unprecedented figure. The tin market is weak and quotations a little lower. Copper is quiet notwithstanding the heavy demand as is also antimony. The aluminium market after a long period of quietness is showing some animation. There is nothing new of interest to report in the lead market. The local demand for metals for munitions continues brisk but ordinary business is quiet. The London Metal Market was closed on Monday for the Whitsuntide holiday.

Tin.—The London Market has recently been rather more active and firmer but the New York market is quiet. The market is comparatively steady and speculation has to a large extent been eliminated. Tin has declined 1c locally and is quoted at 42c per pound.

Copper.—The copper market at New York is quiet and unchanged but producers report better export and domestic

inquiry. Local quotations are firm and unchanged at 21c per pound.

Spelter.—The market continues to advance on heavy demand and there appears to be little probability of any relief from the high prices for some months. There is still a good demand from consumers who are inquiring for deliveries up to the end of the year but there is a difficulty in buying. The galvanizing interests are in a bad position and the situation is serious. Heavy buying of spelter for war materials is reported in which case high prices do not matter so much. Local quotations have advanced 5c, and spelter is selling locally at 22c per pound.

Lead.—The market is quiet but firm. Lead is the only metal that has not advanced heavily since the war began and it is possible that higher prices yet may be seen. Quotations are unchanged at 5¾c per pound.

Antimony.—The situation is unchanged and with urgent demand for early and forward deliveries the market continues strong. Quotations are unchanged and nominal at 40c per pound.

Aluminium.—The market is very unsettled and prices in New York show a variance of several cents per pound. Importers in the States are well sold ahead and there is little foreign aluminium offered for earlier than August. Local quotations are unchanged at 23½c per pound.

Solders.—With the continued weakness in the tin market, lower prices for solders are possible as consumption is light. Prices are given in panel and also in the current market quotations.

Bar Iron and Steel. — There is no change in the situation as regards merchant bars but prices are holding firm at $2.05 base. The most interesting feature in the steel trade now is the heavy demand for steel for shells. The demand continues to increase and the tonnage is assuming considerably proportions.

Pig Iron.—The market is dull and uninteresting. Prices are unchanged, Hamilton and Victoria brands being quoted at $19 per ton.

Wire Nails.—Business continues at about the same volume with a firm market. Wire nails are quoted at $2.35 base and cut nails at $2.70 base.

Iron and Lead Pipe.—The advance in prices of wrought-iron pipe is holding firm. Prices are given in the current market quotations. Lead pipe is firm at 8c and waste pipe at 9c. There is little improvement in business to report in these lines.

Galvanized Sheets. — The market is strong and the new prices announced last week are being maintained. The trade is very unsettled due to the spelter situation, supplies of metal being scarce and prices very high. Under present conditions it is difficult to gauge the market but the tendency is certainly for higher prices unless the situation improves considerably in the near future.

Rope.—With Italy now engaged in war, supplies of Italian hemp will be very difficult to obtain. A similar situation has of course existed with regard to Russia for some time. The sisal situation is unchanged and high freight rates have increased the cost of manila. The market is unsettled and viewed from every standpoint the outlook is serious. An advance in price of Russian and Italian hemp rope may be announced any time. Prices of rope and twine are very firm and are given in the current market quotations.

Cotton Duck.—Owing to the increased cost of raw materials prices of cotton duck, double filled, have been advanced, single filled lines are unchanged. The new prices are as follows:—7 oz. 16¾c; 8 oz. 18½c; 9 oz. 20¾c; 10 oz. 23c; 12 oz. 27¾c; 15 oz. 34½c per pound. The advance ranges from 1c to 5½c per pound according to weight.

Utensils and Stoves.—Gas ranges and oil stoves are moving out well but other lines are quiet. There is a fair demand for most lines of ware and prices are very firm.

WINNIPEG QUOTATIONS.

Canada Plates:	
Half Polished, 6-7 inch	$3.80
Full Polished, 6-7 inch	4.95
Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
Poultry Netting	50% off
Galvanized Iron, 28	
Apollo and Fleur de Lis	$5.50
Queen's Head	5.75
Copper, plannished, per lb.	40c.
Copper rivets, No. 7	38c
Rope, Pure Manila	16c
Sheet Zinc	16c
Iron Pipe:	
Galvanized, 1 inch.	$9.00
Black, 1 inch	$5.95
Lead Pipe:	
Coil,	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Barb Wire per Spool:	
Lyman 4 pt., Ft. William	$2.25
Winnipeg	$2.60
Paris Green:	
1-lb. pkgs. (case lots)	25½c

Window Glass:

	Sgle.	Dble.
Up to 25 in.	$6.25	$9.00

Sash balance (Caldwell) 37½% off

LONDON

LONDON, Ont., May 25, 1915.—Business continues fair and seasonable lines are moving in a satisfactory manner. Collections are good. Turpentine has declined 5 cents per gallon. With the exception of putty, all other lines remain unchanged.

Oil Turpentine, etc.

A decline of 5 cents per gallon has taken place on turpentine and quotations are now as follows:—Single barrels 68c per Imperial gallon; 2 to 4 barrel lots 67c per Imperial gallon; 5 gallon lots 75c per Imperial gallon.

Raw Linseed—

Linseed oil is quoted as follows:

Raw Linseed—

1 to 2 barrels	82c	per	gallon,
3 to 5 "	81c	"	"
6 to 9 "	79c	"	"
Boiled—			
1 to 2 "	85c	"	"
3 to 5 "	84c	"	"
6 to 9 "	83c	"	"

Garden Tools, etc.—Sales of garden and lawn tools so far have been very satisfactory, although the cool weather of the last few days has had a tendency to temporarily stop the demand. Harvest tools are quoted at 40-12½ per cent; net prices on snaths are: No. 3, $7.35 dozen; No. 2, $7.70 dozen; No. 1, $8.40 dozen.

Wire Nails, etc. — Wire nails are quoted at $2.35 base, and cut nails at $2.70 base. Poultry netting is in fair demand at 45 per cent. off list; painted screen wire is selling well in 100-ft. rolls at $1.55 per 100 sq. ft., and at $1.60 per 100 sq. ft. in 50-ft. rolls; plain galvanized No. 9 wire remains at $2.30 per 100 lbs.; while No. 9 coil spring is quoted at $2.35. Barb wire is selling at $2.55 per 100 lbs.

WINNIPEG

WINNIPEG, May 27.—While no one is in a better position to know the state of the crops in one immediate district then is the retail hardwareman, yet no one is better aware than he that it is the general condition of the crops all over the West which indicates the amount of business which may be expected a little later on, and the condition of trade which may be expected for months after the crop is harvested.

The word of a large Winnipeg grain man, therefore, will be of great interest to all connected with the hardware trade. This man states that if the weather had been hand picked it could not to date have been much better than that which has been experienced. He states that as far as his firm has been able to learn there is only one district

which reports insufficient rain—this is one district north of Calgary. He says the cold weather coming after the rains was exactly what is required. It made growth slow, resulting in the plant taking a firmer root, which will enable it to withstand adverse weather conditions should such arise a little later on.

Still another grain man is even more enthusiastic, making the bold prediction that the West is this year going to see a crop of 300,000,000 bushels. More conservative men do not regard this estimate as one which is reasonably sure of fulfilment. The general opinion, however, is that the crop has secured a better start in every respect than for years past.

Improvement in Business.

Already the better feeling resulting from good crop conditions is having its effect on trade. Buying is getting more free. Farmers are getting to town and making purchases of the hardwaremen. The hardwaremen, therefore, is required to place further orders with the wholesalers. He is still ordering on a conservative basis.

Plannished Copper Up.

During the week a number of price changes have been struck. Following the general advance in copper, plannished copper has risen 3c being now quoted at 40c per lb.

Iron pipe both galvanized and black has risen materially, due to higher cost of material. The new quotations are:—

GALVANIZED IRON PIPE.

¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9.00; 1¼, $12.15; 1½, $14.40; 2, $19.45; 2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.

Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27.00; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55.00; 6 inch, $72.00.

More Poultry Prices.

Further changes in Banner Poultry Netting have been struck, this now being quoted for 10 rod rolls at the following prices:—

24 inch	$2.50
36 inch	2.90
48 inch	3.60
60 inch	4.20
72 inch	5.10
84 inch	6.00

Almost without explanation seems a drop which has come in the price of solder. Spelter is still scarce, yet this product is now being quoted at 29 to 30 cents in place of the old 32 to 33 cents.

New prices have been struck for galvanized iron, these figures now being:—

IRON, GALVANIZED.

	Appolo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 50	5 75
28 Am. or 26 Eng.	5 25	5 50
26 Am. or 26 special	5 00	5 25
24 Am. and Eng.	4 60	4 85
22 Am. and Eng.	4 60	4 85
18 and 20 Am. and Eng.	4 50	4 75
16 Am. and Eng.	4 35	4 60

No changes whatever are made in the price of paint lines. Business in these goods, however, is reported quite satisfactory. Here evidently the increased optimism as a result of good crop conditions is having a very encouraging effect. From the country the orders are perhaps better than in past years, and from the city too there has been an improvement, though it cannot be said the demand is up to that of other seasons.

FINANCE MINISTER ONCE A MERCHANT.

Edward Brown Holds Important Post in the New Manitoba Cabinet.

(From The Financial Post.)

MANITOBA'S new administration has before it a splendid opportunity. Assuming that the financial position of the Province is not as good as it ought to be and that reports with respect to it are accurate, the situation presents to the new administration an excellent opportunity of immediately earning the confidence of the investing and business public. In the opinion of The Financial Post, the wealth of that Province and its ability to take care of all its obligations, if its affairs are reasonably well administered, is unquestionable. Of course, if expenditures are to be continued on the same scale as during the years of expansion trouble will result. The responsibility of indicating how the current resources of the province can be handled so as to take care of current obligations rests with the Minister of Finance, Mr. Edward Brown. He has had an exceptionally good training for the position. He first came into the public eye through his success as a merchant, and subsequently gave attention to land and finance. Invariably he has been successful.

Mr. Brown's first duty as Provincial Treasurer in Manitoba will be to cut down the expense of administration without impairing its efficiency. We have no doubt but that this can be done. He has started out in practical fashion by appointing a reputable firm of auditors to report to him upon conditions as they exist. Hitherto, we believe, it has been the practice to hand this work over to some political hanger-on. When the report is available, Mr. Brown will be able to do exactly as other large undertakings in the Dominion have done and that is to cut down expenses. Our railway systems have done so drastically as have many undertakings not so much in the public eye. It is only by this rigid economy that the expense of maintaining our men at the front can be borne and only by such measures can we take care of our current obligations. We have no hesitation in prophesying embarrassment to any government or any financial or industrial undertaking of more than local importance that does not at the present juncture pursue a policy of the strictest economy. Politicians are strongly tempted to be liberal with public money. That tendency is at present too evident in the case of many Governments in the Dominion and also many municipalities. We trust that the new administration in Manitoba will strike new and desirable ground by giving the Dominion an example of economy and efficiency.

ADVERTISEMENTS—GOOD AND OTHERWISE.

(Continued from page 33.)

commodities. What would suffice for one product would be out of place if used for another.

A sense of proportion, and the possession of tact, are prime essentials in the production of "atmospheric" advertising.

Accompanying this article there are thre reproductions of recent advertisements by retail hardware firms. Each advertisement has a decidedly hardware "atmosphere." The ad. of the MacPhail-Smith Hardware Co., Nanaimo, B.C., is a well set-up and interesting advertisement giving illustrative descriptions and prices of a good selection of seasonable hardware lines. The electros used in the ad. were selected from Hardware and Metal's electro assortment.

The Mills Hardware Co., Hamilton, Ont., advertisement is also an attractive and very seasonable advertisement that should prove a strong business puller. The cuts are good, the reading matter appropriate, and one of the most commendable features is the quoting of prices.

The third advertisement, that of D. Hall, Sutherland, also shows how cuts can be used to give an advertisement a hardware atmosphere. The goods featured in this advertisement are also seasonable.

When available, cuts showing the goods in actual use are always desirable, but be sure and have illustrations that are appropriate and up-to-date.

Iver Johnson Booklet.

Iver Johnson Arms and Cycle Works, Fitchburg, Mass., has issued a neat little booklet, entitled "Facts Leading Back to the Bicycle." Many illustrations of Iver Johnson bicycles are shown in the booklet, along with interesting reading matter pertaining to the bicycle and its uses.

Paint Department

Retailers Using Circulars

Many Retailers Make Use of the Co-operation Offered by Manufacturers—One Merchant's Experience With a Selected List—Circular Sent Out by Montreal Merchant.

IN last week's issue of Hardware and Metal a statement was made to the effect that more advertisements, by retail hardwaremen, featuring paints and varnishes had appeared in newspapers during the past few weeks than in the corresponding period of any past years. Several reasons for this were given last week.

There is another feature of the paint selling campaign this year worthy of special mention, and that is the use that has been made of circulars of various kinds. Clean-up and paint-up campaigns have been carried on in a number of towns and cities during the past few weeks. These campaigns have had a splendid effect in stirring up the interest of the public in the value of paint and they have also been the cause of stirring up a great many retailers and encouraging them to push the sale of paint more aggressively than usual. In the city of Montreal the clean-up and paint-up campaign this year met with considerable success. One paint manufacturer who took an active part in assisting retailers in the campaign stated to Hardware and Metal that a great many Montreal dealers in paints and varnishes and clean-up lines, used extra advertising space in the city newspapers and some dealers got out special dodgers for house to house distribution in the district where their stores are located.

During clean-up week nearly all the hardware windows were dressed for the occasion with paints and varnishes and a general line of cleaning tools. Now, the circulars used this year have been as, in former years of two classes—those prepared and distributed by the retail merchant himself and those supplied by the manufacturer through the service or promotion department. Many merchants have made use of the latter, in fact the merchant who does not make good use of the co-operation offered by the manufacturer is passing-up one of the best things available for assisting the retailer to get new customers and last but not least—profits. One merchant in speaking to the writer, stated that the paint manufacturer whose line the merchant carries offered to send out a certain number of circulars if the merchant would supply the mailing list. Instead of hurriedly making up a list the merchant took his time and carefully selected all the names on the list taking care to omit all undesirables. The list was made to include a fair number of people who dealt at opposition stores. The list was sent to the manufacturer and in a surprisingly short space of time the circulars were sent out and the merchant began to receive many enquiries. Some enquiries came in almost immediately after the distribution of the circular while others did not come in for three or four weeks. The same list was used a little later on by the merchant to send a circular which he had printed himself and which featured paint, hardware, clean-up goods, etc. The average manufacturer is always glad to co-operate with and assist the retailer in circularizing prospective customers.

In some cities and towns where clean-up and paint-up campaigns have been held the merchants have issued special circulars or dodgers dealing with the clean-up movement. Fabien, Limited, Montreal, who advertised themselves as "The hardware store that guarantees satisfaction," during the Montreal campaign distributed a circular in the district in which they are located. The dodger measured 12 x 16 inches and read as follows:—

"Clean-up and Paint-up Week. Are you going to paint this spring? Does your house look shabby alongside your neighbors'? Does it look neglected? Is this the way you are going to leave it for another year?

"Your house may be larger and better than your neighbors' but it does not look so well, nor will it stand the weather and test of time so well without the necessary coat of paint. A small investment in paint will prove a money saver and you owe it to yourself.

"The interior as well may need brightening up, or possibly your tables or chairs need a coat of varnish stain. Blank's make a paint for every purpose. Come in and talk over your paint troubles."

The foregoing was followed by several verses of appropriate poetry.

Some of the circulars sent out by retailers this spring have been very ordinary indeed, while others have been attractive and have been right to the point—giving prospective customers a good talk on the desirability of using good ready mixed paint.

PLACING ORDERS IN U. S.

Cleveland, Ohio.—The Iron Trade Review says: The actual placing of orders for 14,900 cars by the Pennsylvania lines has furnished positive evidence that recent announcements concerning the buying programme of these lines are well founded in spite of rumors that the orders were to be indefinitely postponed. The Pennsylvania has also placed orders for 75 locomotives, and 1,000 automobile cars are pending. Russian car orders to the number of at least 1,000 are still pending.

The steel bar situation is very strong. This is due in part to the heavy orders for bars for shrapnel recently placed, but the demand for purely dometic purposes is very fair, and prices are being well maintained.

Owing to the very high price of spelter, the minimum quoted on No. 28 galvanized sheets is now $3.60, Pittsburgh.

It is no credit to any one to make a failure, whether it be in business or otherwise. To make the most of ourselves is a duty that each one owes to himself. No one is doing his best when he is running his business by guess, and you are running your business by guess if you don't know what it costs you to do business.



POSSIBILITIES THIS SUMMER with the Ingersoll Dollar Watch

Hardware stores are patronized regularly by every man and boy in your community, and very frequently by the girls and women. These people are all logical watch users.

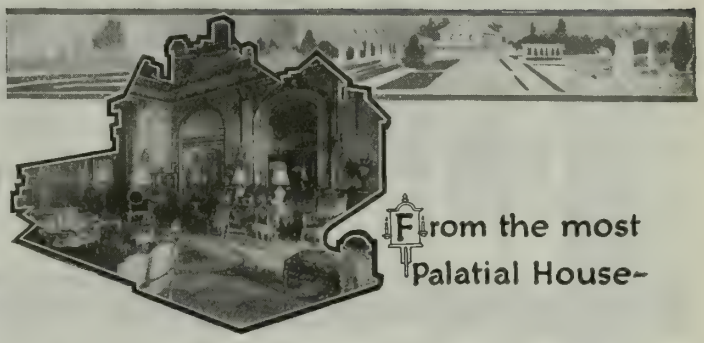
With Summer at hand with its knockabout outdoor life,—Camp Life, Hunting and Outdoor Sports,—the Ingersoll combination of Accuracy, Durability and Economy is just what is wanted in a watch. The Ingersoll watch withstands this usage better than an expensive watch, and if it should break down or get lost, the loss is trivial.

Your customers are well acquainted with the Ingersoll Dollar watch. The name "Ingersoll" on the dial means to them "a reliable, guaranteed timekeeper at a very low cost." They know that an Ingersoll is the same serviceable watch regardless of where sold. The hardware store is as good a place to buy one as the jewelry store.

It only remains for you to show the watch with "Ingersoll" on the dial in one of our showcases. Remind your trade that they need an Ingersoll.

If your stock on them is low, now is the time to write your jobber, or us, for a special assortment.

Robt. H. Ingersoll & Bro.
200 McGill Street Montreal, P. Q.



For Every Finishing Need in the Modest Cottage or the Most Pretentious Home or Skyscraper—There is a Perfect Berry Brothers Varnish.

In selling varnishes to your trade—no matter the class or size of the job—do not lose sight of this important fact:

For 57 years Berry Brothers' products have been the choice of home owners, architects, builders, painters and decorators—because of sheer merit.

By selling Berry Brothers' Varnishes—you are promoting the best interests of your customer as well as your own. Among the most widely used Berry architectural finishes and the ones you should sell the most of are these two sterling products:

LUXEBERRY WHITE ENAMEL

Used on woodwork, metal or plaster it gives a beautiful rich, durable and washable finish — whitest white that stays white. It will not check, fade or turn yellow.

LIQUID GRANITE FLOOR VARNISH

A perfect floor finish as lasting as its name implies. It produces a tough elastic surface of surpassing beauty. It will not wear white, check or peel under the hardest kind of hard wear and tear.

Sell your trade a varnish that has proven itself by years of actual service—a varnish that sells on its own merit. Write for dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario (66)



Weekly Paint Markets

MONTREAL

MONTREAL, May 27.—Business continues brisk and movement to country points satisfactory, despite the fact that backward weather has continued to take the edge off the demand. Price changes have not been many although there are continual adjustments being made throughout the miscellaneous lines where imported colors and chemicals are cost factors. Putty has been advanced 10c on the higher values for whiting and lead is very firm with an advance of 25c in the metal trade. Turpentine shows a considerable decline, although this has not as yet had a general effect in the trade. The broad spread in the oil market still prevails as between new products and old stocks.

Linseed oil.—The market continues in the unsettled state which has prevailed for some time, and this condition—with its attendant wide spread in quotations, promises to continue until stocks of cheap oil have been exhausted, unless the trade comes together on the question of values. The "bulls" take the stand that while low quotations prevail there are no stocks to be bought at these prices, while the "bears" claim that they are charging sufficient to cover the market. The following figures represent the usual market quotations and the high.

	Low	High	Low	High
	Raw		Boiled	
1 to 2 barrels	82-83	88	85-86	91
3 to 5 barrels	81-82	87	84-85	90
6 to 9 barrels	80-81	86	83-84	89

Gasoline.—With a demand for gasoline that shows continued improvement, there is an easing in the quotations this week and a flat price of 14½c now prevails. Up to the present this has been the price for tank wagon with drums ½c above.

Turpentine.—The turpentine market has been hit hard during the week, the quotations of the refiners for single barrels having dropped from 68c to 64c. However, the trade has not been affected to this extent although the tone is easier and tends towards the low quotation of last week—66c.

	per gal.	
½ bbl. lots	69c	72c
1 bbl. lots	66c	69c
2 to 4 bbl. lots	65c	68c
5 to 10 bbl. lots	64c	67c

Putty.—The higher cost of whiting has finally had an effect on the putty market and quotations have been advanced 10c all around, with 20c for bladders. Quotations now are:—

Bulk in casks	2 40
Bulk 100 lb. drums	2 60
Bulk 25 lb. drums	2 70
Bladders in bbls.	3 00

Lead.—An advance of 25c in the price of lead on the local market, following an increase by the Trust in the United States, together with the continued high cost of oil, puts white lead in a very strong position and further advances are likely to take place. For ton lots $8.95 is still quoted with less than tons 30c higher.

Zinc.—The zinc market has advanced to such an extent that prices are only nominal and very little is changing hands.

TORONTO.

TORONTO, Ont., May 27.—The past week has been somewhat quieter in the paint trade, due to the cool weather. Indications point to a lower volume of business this month than usual, but, considering the conditions prevailing, dealers are not complaining. The country trade is satisfactory, and the city trade is showing some improvement. Quotations are very firm, but have not advanced as much as high cost of material might justify, importers and jobbers having absorbed some of the increase. Quotations on some lines are more or less nominal. The long-expected advance in putty has materialized, quotations being now 10c higher in bulk and 20c in bladders for standard. Linseed oil and turpentine are unchanged, but an adjustment of the present price list is under consideration which, if agreed upon, will benefit the trade. Collections are fair.

Linseed Oil.—Flaxseed advanced early in the week, and then declined to $1.79 at Winnipeg. The crushers claim that they cannot make any profit in oil at the present prices. Quotations have narrowed down and range from 82c to 85c for raw oil, the former figure being more generally heard. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single barrels	82	85
3 to 5 barrels	81	84
6 to 9 barrels	80	83

Turpentine.—The demand for turpentine is improving, and this will probably continue. Stocks of turpentine are low and prices are firm. It is reported from the South that production is below last year, and that last week sales were about equal to receipts. The following prices are quoted in Toronto for turpentine: Single barrels, 68c; 2 to 4 lbs., 67c; and 5-gallon lots, 75c per Imperial gallon.

White Lead.—The booking date for white lead has been extended to June 30. Prices are very firm, but unchanged, and are given in the current paint market quotations.

Dry Colors.—The market is very unsettled, and the situation shows no improvement. Prices on some lines are very firm, while others are nominal. Vermilion has been cancelled.

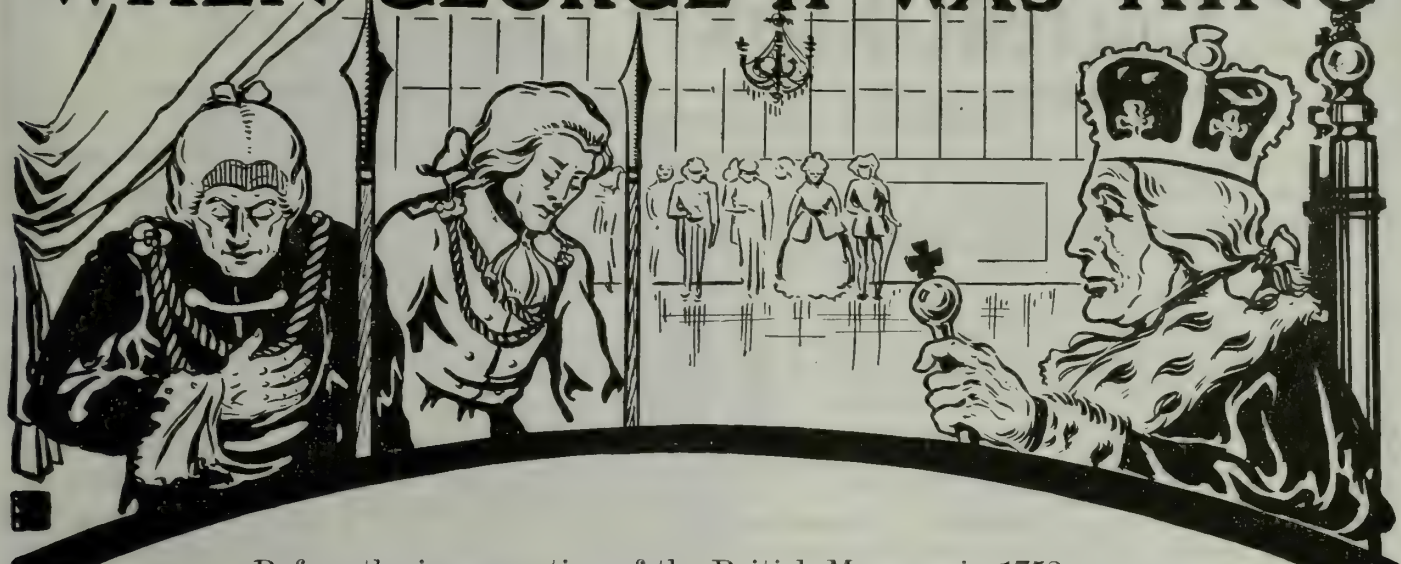
Putty.—The advance in putty, which has been predicted in these columns for some time, has now gone into effect. This is due to the increased cost of both whiting and linseed oil, the former being scarce and affected by the high ocean freight rates. Standard putty has advanced 10c a cwt. in bulk and 20c in bladders, in less than ton lots, with the usual 60c extra per cwt. for pure putty. The following are the new prices for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.50
Bulk drums, 100 lbs.	2.70
Bulk drums, 50 lbs.	2.75
Bulk drums, 25 lbs.	2.80
Bulk drums, 12½ lbs.	3.05
Cased tins, 25 lbs.	3.00
Cased tins, 12½ lbs.	3.20

Glass.—Conditions in the trade call for a more equitable adjustment of the present schedule. This question is being carefully considered by the dealers, and it is highly probable that at no distant date a new list will be announced.

By inaugurating the one-price system; fair prices; money refunds, large stocks and generous service, the public appreciation, confidence and patronage is established and good will is maintained.

WHEN GEORGE II WAS KING



Before the inauguration of the British Museum in 1753.

Before the fall of Quebec in 1759.

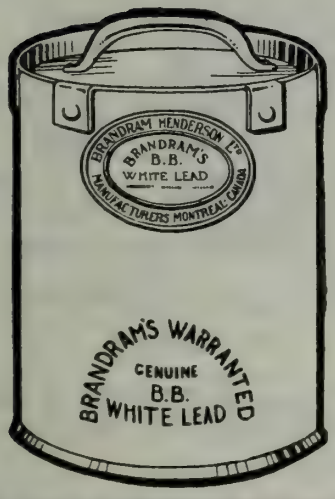
Before the Steam Engine was developed in 1774.

Before the Declaration of American Independence in 1776.

And long before the "Times" was first published in 1788, the firm of Brandram Brothers & Company was manufacturing its products in England.

Their development of the Brandram process of corroding White Lead, which resulted in the standard Lead of the world, known as

BRANDRAM'S B.B. GENUINE WHITE LEAD



marks the greatest single improvement in the Paint Industry in the past two centuries.

The principle of this Process has survived all changes since its first manufacture, and this principle is applied in its perfection in Canada at the splendidly equipped corroding plant of

Our Booklet on White Lead will be sent to you on request.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 30 & 2%; "Regal" Dense Smokeless Powder, 30 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Pwdr, 30 & 2%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.		6 25
Cherokee, doz.		8 00
Hand made, doz.		8 00
Model, doz.		8 25
Black Diamond, doz.		9 00
Samson single bit, doz. ...		9 00
Samson, single bit, handled, doz.		12 50
Samson double bit, doz....		12 50
Samson flooring axes No. 2, doz., ...		9 00
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd., — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal....	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 33
Rods, base ⅛ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.

BOARDS, BAKE.	Per doz.
No. 0, ⅜ inch rim, 16x22....	4 25
No. 1, ⅜ inch rim, 18x24....	4 75
No. 2, ⅜ inch rim, 18x28....	5 25
No. 3, ⅜ inch rim, 20x30....	5 90
No. 0, ¾ inch rim, 16x22....	4 60
No. 1, ¾ inch rim, 18x24....	5 30
No. 2, ¾ inch rim, 18x28....	5 60
No. 3, ¾ inch rim, 20x30....	6 30

BOARDS (Ironing).

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz....	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ...	19 00

BOARDS (Wash).	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass).....	4 50
Western King (Enamel)...	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 15 30
Weighted, 20 lb., per doz.. 20 25

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz....	8 40

CEMENT AND FIREBRICK.

Less than carload lots.....		1 85
Portland, per bbl., carload lots, f.o.b. Toronto		1 55
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English..	17 00	21 00
Fire brick, Am., low.	23 00	25 00
Fire clay (Scotch), net ton		6 50
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)...	0 17
Cement (in 5 and 10 gals)..	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each $35 00

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base..	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets ...	3 10	3 25
All bright, 52 sheets ..	4 25	4 50

	Galvanized.		
	Apollo	Crown	Gorbals
18x24	5 75	5 75	5 75
60	6 00	6 00	6 00
20x28	9 70	9 70	9 70
20x28 10	20	10 20	10 20

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—	
IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



We Manufacture in CANADA

EVERYTHING FOR THE PLUMBER

Everything in

Babbitt Metals.

We Carry in Stock

EVERYTHING IN METALS

Our prices will interest you.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Consistent Big Quality

Jamieson's
PAINTS AND VARNISH

Quick-Selling Value

Satisfaction of to-day means repeat orders to-morrow.

Business thrives on satisfaction and dies without it.

Jamieson's Paints and Varnish

will make your paint department well patronized and leave you a good profit.

ASK US ABOUT OUR SELLING HELPS AND AGENCY PROPOSITION

R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating
P. D. DODS & CO.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

DUCK.

Yarmouth 29 in.	Double	Standard Single
7 oz. .. 0 16¾	6 oz. .. 0 11½	
8 oz. .. 0 18½	7 oz. .. 0 13	
9 oz. .. 0 20¾	8 oz. .. 0 14½	
10 oz. .. 0 23	9 oz. .. 0 16¼	
12 oz. .. 0 27¾	10 oz. .. 0 18	
15 oz. .. 0 34½	12 oz. .. 0 21½	
	15 oz. .. 0 26	

Standard, Single Filled, 36-inch.
7 oz. .... 017 10 oz. 0 23½
8 oz. .... 0 19 12 oz. 0 28½

F

FILES AND RASPS. Per cent.

Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 30 and 10%.

English pattern, 30 and 10%.

Galvanized washtubs, 30 and 10%.

Other lines, 30%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over ...	18
	Toronto.
Any quantity, in bbls. ..	18
Drums, 40-gal., per gal.,	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz. ...	4 00
Leather, 1½-in., per doz. ..	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs., and over	0 06
Masons, 5 lbs. and over ...	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... ..Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz. ...	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr. ...	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered ..	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12 0 13
Trimmed, green and partly cured	0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ..	5 90
Over 12 in., per 100 lbs...	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes. No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10%
Corrugated, 1½ in., ft....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel....	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 50
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each....	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00

(Roped Extension).

20 ft.....	$3 00	42 ft.....	$ 7 95
22 ft.....	3 30	44 ft.....	8 56
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	$11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.....	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby..	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz.	$ 3 35
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.		
Lead Wool, 8c lb.		
Sheets, 2½ lb. sq., ft.	7 50	7 50
Sheets, 3 lb. sq. ft..	7 25	6 75
Sheets, 3½ lb. sq. ft.	7 00	6 60
Sheets, 4 to 6 lbs. sq. ft.	6 75	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood	4 00
1626x9, Walnut pointed ...	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)..	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross.....	42 00
Indian snap, per gross.....	38 00

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	7 50
New Century, style "A"...	9 00
New Century, style "B"...	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST

Why BT Hay Tools Are the Best

Beatty Bros. are the headquarters for hay tool goods in Canada and sell more hay cars, forks, etc., than all other firms combined.

The line is a very broad one, for Beatty Bros. have bought out in the past few years all the Canadian hay carrier manufacturers except one or two. The best features of every line have been retained.

In 1904 Beatty Bros. took over the Oshawa or Provan line, made in Oshawa.

In 1905 they bought out the Whitman & Barnes Hay Carrier goods.

In 1909 the Tolton Hay Carrier business in Guelph was taken over, including the big Tolton or Emerson car.

In 1912 the Wortman & Ward Lines, including Hay Carrier Goods, made at London, were taken over.

The BT Line now includes 23 makes of Hay Carriers, some of which are shown in the list below.

As in all the BT Lines, the BT Hay Carrier Goods are noted for the good service and satisfaction they give. The hay car forks and track are heavier and stronger than any others.

You will please your customers by selling them the BT Line. Every farmer knows that BT Stands for Best.

BT

BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST

Maple Leaf Fork Cars
Maple Leaf Cable Cars
Pacific Steel Track Cars
Whitman & Barnes Cars
BT Rod Track Cars
BT Cable Cars
Provan Cars
London (formerly Wortman & Ward) Cars
Tolton Sling Cars for WOOD or Steel Track.
Wood Sheave and Iron Sheave Pulleys, Binding Pulleys, Return Pulleys, Interlocking Pulleys, Floor Pulleys, etc.
Rafter Brackets, Floor Hooks, Return Pulley Brackets, etc.
BT Single-rail, Double Angle, Double Tee Tracks.
BT ROPE and Slat Slings, Slings, Sling Chains, etc.
BT Square Top, Round Top Harpoon and Grapple Forks.
Rope.

The BT Line also includes:
BT Pumps
BT Daisy Churns
BT Washing Machines
BT Ladders
BT Water Bowls and Tanks
BT Barn Door Track
BT Grain Grinders
BT Pipe and Fittings
BT Butter Workers and Butter Boxes
BT Oat Bowls and Feed Racks

Beatty Bros., Limited, Fergus, Ont. and Winnipeg, Man.

BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST BT STANDS FOR BEST

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 17 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails. Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 50
No. 6,	2½	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2⅞	2 50
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

Less 10 per cent.

NETTING, POULTRY.
Discount, 45 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English) 7 00
Navy (English) 6 00
Plumbers' (spun) 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc), 4c.
Brass, heavy, 9½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper heavy, 13½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 19
Crude coal tar, per bbl. ... 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON.)
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld. Per 100 feet.

Size.	Black.	Galv.
¼" and ⅜"	$ 2 22	$ 3 36
½"	2 72	4 00
¾"	3 11	4 83
1"	4 59	7 14
1¼"	6 21	9 66
1½"	7 43	11 55
2"	9 99	15 54
2½"	15 80	24 57
3"	20 60	32 13
3½"	24 84	38 64
4"	29 43	45 78
Lapweld.		
2"	$ 11 47	$ 17 02
2½"	16 38	25 16
3"	21 42	32 90
3½"	25 76	39 56
4"	30 52	46 87
4½"	38 10	55 88
5"	44 40	65 12
6"	57 60	84 48
7"	78 54	111 86
8"x25 lbs. per ft..	82 50	117 50
8"x28 lbs. per ft..	95 04	135 36
9"	113 85	162 15
10"x32 lbs. per ft.	105 60	150 40
10"x40 lbs. per ft.	135 96	193 64

PIPE (LEAD.)
Lead pipe, 8c.
Lead waste pipe, 9c.
Traps and bends, 40 p.c. off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths ... 3 45
3 inch, in 10-ft. lengths ... 4 20
4 inch, in 10-ft. lengths ... 5 53
5 inch, in 10-ft. lengths ... 7 60
6 inch, in 10-ft. lengths ... 9 25

PITCH.
Pine, black, per bbl 4 25
Pine, green, per bbl. 4 75

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs. ..	2 65	2 45
Tank plates, 3-16 inch	2 70	2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 27 p.c.; burrs, 15 p.c.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 15½
British Manila basis 13
African hemp basis 13
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 23
Russian tarred ratline basis 19
Russian tarred bolt rope basis 21
Marine and Houseline 21
Jute rope basis 11½
Italian rope basis 25
(Basis (⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES BOXWOOD.
Rabone's. Per doz.
No. 1375—2 ft., ...(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. .....(53½).. 4 10
No. 1375—3 ft. .....(66½).. 2 50
No. 1112—3 ft., hf. bound.. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs.. 1 70
No. 1494—Brass blacks'hs.. 2 20

SAWS.
Simonds' Hand, 15%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SAP SPOUTS. Per 1000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.

	Per cent.		
Wood, F.H., brass	75	10	10
Wood, R.H., brass ...	70	10	10
Wood, F.H., bronze...	70	10	10
Wood, R.H., bronze...	65	10	10
Drive screws	65	10	10
Set case hardened	60	10	
Square cap	50	and	5
Hexagon cap			45
Bench, wood, per doz.....$5 00			
Bench iron, per doz. 4 25			

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Ouinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 70	2 90
12 gauge	2 75	2 90
14 gauge	2 60	2 75
16 gauge	2 75	2 75
18-20 gauge	2 50	2 75
22-24 gauge	2 75	2 75
26 gauge	2 85	2 85
28 gauge	2 90	2 90

SHEETS.
Corrugated, galv., 10 p.c. off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Case lots or less, 25c per 100 extra.

Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbal's best best
16-20 ..	4 30	4 05	4 30
22-24 ..	4 50	4 30	4 50
26	4 75	4 55	4 75
28	5 00	4 80	5 00

Colborne Crown — 16-20 gauge, $4.10; 22-24 gauge, $4.30; 26 gauge, $4.55; 28 gauge, $4.80.

Apollo Brand.	Montreal
14 gauge	3 75
16 gauge	3 75
18-20 gauge	3 95
22-24 gauge	4 05
26 gauge	4 15
28 gauge	4 65
10¾ ozs.	4 85

Youngstown "New Process," Toronto.

14 gauge	3 75
16 gauge	3 75
18-20 gauge	3 95
22-24 gauge	4 05
26 gauge	4 15
28 gauge	4 65
10¾ ozs.	4 85

Specialties that are in demand at this time of year

The following lines yield a handsome profit for the dealer who makes an effort to supply the needs of the housewife and home owner:

CP Oxidized Art Enamels. Just the thing for renewing the finish on woodwork, shelving, kitchen furniture, etc.

CP Bath Enamel for refinishing the bath and similar surfaces about the house.

CP Canoe Enamel produces a fine, durable gloss that withstands severe usage and rough weather. For boats, canoes and porch and lawn furniture.

CP Floor Wax, easy to apply, produces a bright, hard finish on hardwood floors.

CP Wire Screen Paint for all kinds of screens. Does not clog the mesh.

CP Stove Pipe Enamel. Housewives know it for the satisfaction it gives.

CP Gold and Aluminum Paint for picture frames, radiators, bric-a-brac, etc.

CP Sun Furniture Polish gives a bright, lasting polish for furniture and floors.

CP Sun Brass Polish for cleaning and polishing brass, copper, bronze, etc.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**



Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly st'dard wiping 0 25

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..$ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

TRESTLES.

5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each.6.00

TWINE (Binder.)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½

5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton 5-lb.
4-ply 0 21½
3-ply 0 19½

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net	10 87
No. 52, doz., net	12 10
No. 63, doz., net	13 48

Common Galvanized.

No. 0, doz.	5 84
No. 1, doz.	7 82
No. 2, doz.	8 51
No. 3, doz.	9 71

Per nest.

Nests of 3—0, 1 and 2.....$1 85
Nests of 3—1, 2 and 3..... 2 17
Nests of 4—0, 1, 2 and 3.... 2 66

WOODWARE.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits. 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt ...1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ....$4.40 doz

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Copper wire, 25%.
Brass wire, 25%.

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 25c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

Barb		2 60
No. 9, coil spring		2 40
No. 9, plain galvanized		2 35
No. 12, plain galvanized ...		2 50
No. 13, plain galvanized ...		2 60
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop— Per cwt

No. 12 .....$ 2 90
No. 13 ..... 3 00
No. 13½ 3 05
No. 14 ..... 3 15
No. 15 ..... 3 35
No. 10 ..... 3 50

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

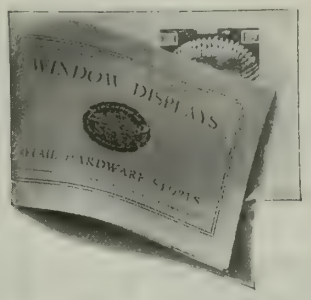
WRINGERS, MOP.

White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks 0 23 0 25
Part cask 0 23½ 0 25½

READ THIS BOOK ON WINDOW DRESSING



It is filled with illustrations of attractive displays — prize-winning displays in fact—because the booklet is the result of a window-dressing prize contest. Each picture contains a suggestion. Each suggestion can be worked into your display of

SIMONDS SAWS

A descriptive story runs through the booklet, telling some interesting facts about window trimming, which is a part of the service we offer Simonds Saw Dealers. No matter whether you handle Simonds Hand or Crescent Ground Cross-Cut Saws, you should have one of these stories about window dressing. Simonds Saws, as you know, are very high-grade saws, therefore the suggestions in the book must also be high-grade. A copy of the booklet may be had for the asking.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Avenue, MONTREAL, QUE.

Vancouver, B. C. St. John, N. B.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new Catalogue F.

IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ...$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 3 00

COLORS (DRY)	Per lb
Raw Umber 100 lb. keg..	0 07
Burnt Umber, 100 lb. ...	0 07
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs..	0 12
Chrome green, pure	0 13
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs ...	0 36
Vermillion, English, bags.	1 40
Venetian red, best bright .	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 14
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 04
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure .	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER. Gal.

Luxeberry Enamel $5 00	
Screen Enamel, BB	1 65

GLUE.	Per lb.
French medal	0 18
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 46
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 .....10 50	
86 to 90	
to 90	
91 to 95	
96 to 100	

Double Diamond. Size United Inches.	
Under 26 ....$ 8 60	
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 80
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.	Per lb.
Zinc coated	0 12

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$ 9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine ... .10	15	10 30
C. P. Co. decorat's pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg) ...:		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead .	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"	....	11 25
Stephen's H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)		
Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt. ..	7 37½	7 62½
casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots..$	16 50
2 lb. pkgs., per 100 lbs...	16 50
5 lb. pkgs., per 100 lbs...	12 50
25 lb. pkgs., per 100 lbs...	11 50
100 lb. pkgs., per 100 lbs..	10 00
200 lb. kegs, per 100 lbs. ..	9 75
300 lb. pkgs., per 100 lbs...	9 25
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OIL (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED.)

	Per gallon
Sherwin - Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moor Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle..	1 70
Martin-Senour, 100 p.c. pure	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City ...	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color	2 25

PARIS, PLASTER.

Per bbl.	2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case..	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ...	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks 9-9½	
Orange Mineral, 100-lb. kegs 9½-10	

PRIMER.

Luxeberry Primer $2 25	

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans $0	18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz.. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls. ... See weekly report.		

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. ....$	3 00

STAINS.	Gal.
Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish ...	3 00
Shingletint, 5 gal. cans ...	1 15

VARNISHES.

	Per gal.	cans
Liquid Granite .....$	3 00	
Elastic Interior	3 00	
Elastic Outside	6 00	
Luxeberry, light	3 00	
Luxeberry, white	5 00	
Luxeberry, spar	4 50	
Luxeberry, spar	4 50	
Luxeberry, exterior	5 00	
Dugloss finish	3 00	
Carriage, No. 1	1 50	
Excello	2 00	
Mar-Not	2 70	
Elastic Oak	1 50	
Light oil finish	1 35	
Gold sized japan	2 00	
Baking black japan	1 35	
No. 1 black japan	0 95	
Crystal Damar	2 50	
No. 1 Damar	2 25	
Oilcloth	1 50	
House painters' white jap..	1 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams' KOPAL varnish	2 50	
Canada Paint Co.'s SUN varnish	2 25	
"Flint-Lac," coach	1 30	
B. H. Ltd., "Gold Medal," cases	1 80	
Dependon Lt. H. Oil Finish	1 52	
Everlastic Floor	2 30	
Flattine floor finish	3 00	
Stovepipe varnish, ½ pints, gross	9 00	
Pure white shellac varnish..	2 15	
Pure orange shellac varnish	2 00	
No. 1 orange shellac varnish	1 85	
Kyanize floor finish	3 25	
Kyanize cabinet rubbing ..	3 25	
Kyanize spar	4 25	
Kyanize stains	3 25	

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)

Cream	0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¼
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅜
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 10

ZINC (DRY.)

Extra Red Seal, V.M..	15
No. 1 Red Seal	15

ZINC IN OIL.

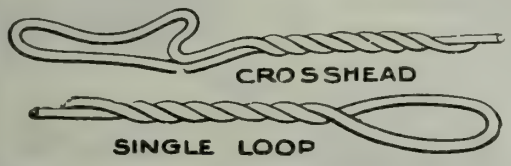
Pure, in 25-lb. irons 14-15	
No. 1, in 25-lb. irons ... 9-10	
No. 2, in 25-lb. irons 7- 8	
Pure in Damar Varnish..	0 25
Superfine 12	00

Baling Wire and Bale Ties

Distinctive Quality at Attractive Price



We also manufacture WIRE NAILS, POULTRY NETTING, STAPLES (bright or galvanized), WIRE FENCE STAPLES, WIRE (bright, annealed, coppered stove pipe, liquor finished, square, etc.), and are exclusive agents for Canada of the Carnegie Steel Co.'s BRAINARD PATENT STEEL BARREL HOOP for all slack cooperage.



The Laidlaw Bale-Tie Company, Hamilton, Ontario

Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

THE "EASY" WASHER



HAS EXCLUSIVE TALKING POINTS THAT ASSURE EXTRAORDINARY SALES

Works by suction—not friction. Removes all the dirt without injuring the finest of fabrics. All metal. Will not rust. Sanitary—(will not absorb moisture or impurities.)

Very easily operated. Strong, durable and noiseless.

JOT DOWN A LINE FOR FULL PARTICULARS ON OUR HAND AND ELECTRIC POWER WASHERS AND OUR PROPOSITION.

EASY WASHER COMPANY
6 Clinton Place, Toronto, Ont.
Builders of Hand Power and Electric Washers, for Canadians, in Canada

Table and Pocket CUTLERY

CABINETS AND CASED GOODS
RAZORS, SCISSORS



HRS & Co.

To ensure that the goods you buy are of

BRITISH MANUFACTURE

see that they bear the

FLAG AND CROWN

Registered Trade-Mark
of

HENRY ROGERS, SONS & CO., LTD.
WOLVERHAMPTON and SHEFFIELD

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7⅞ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ⅝ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft, $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent., off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 50	5 75
28 Am., or 26 Eng.	5 25	5 50
26 Am. or 26 spec'l	5 00	5 25
24 Am. and Eng..	4 60	4 85
22 Am. and Eng..	4 60	4 85
18 & 20 Am. & Eng.	4 50	4 75
16 Am. and Eng...	4 35	4 60

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. .. 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 25½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9; 1¼, $12.15; 1½, $14.40; 2, $19.45. Galvanized—2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55; 6 inch, $72.

PLASTER. Paris, per bbl., $3.25

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 16c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOT.
Soft, $10 per 100 lbs.; chilled, $10.75; buckshot, $10.80; ball, $11.20.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B.; $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY







A Straight Talk from the Manager

Getting the Bottom Price

EVERY hardware merchant is convinced of the necessity for getting the bottom price on every bill of goods that he orders—quality always considered.

¶ But it is notorious that some dealers underbuy others. How do they do it?

¶ Study the methods of successful hardware buyers and you will find that they are continually on the search for information about hardware products and prices. They read Hardware and Metal's advertising pages every week, and are constantly writing to the advertisers for more information. Then, with this information before them, they are able to buy the goods best suited to their trade, at the lowest price.

¶ "The Buyer who gets the Bottom Price is the one *who knows what It is.*"

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED — FIRST-CLASS HARDWARE business in or near Toronto. Send full particulars to Box 188, Hardware & Metal. (22)

WANTED—SECOND-HAND BATTERY OF five or six Bowser oil tanks. Latest model. State best cash price. Reply, Kidd & Clements, Limited, Wapella, Saskatchewan. (22)

WANTED—FOR PROVINCE OF BRITISH Columbia, agent to handle my lines, especially chain. Address Alexander Gibb, St. Nicholas Bldg., Montreal. (22)

WANTED — ASSISTANT FOR SALES DEpartment; one with experience in hardware preferred; state experience, age, and salary expected. Apply Box 191, Hardware and Metal. (22)

MANUFACTURERS' AGENT IN VANcouver seeks correspondence with manufacturers who desire to do business in British Columbia. Commission basis on approved orders. Been covering territory for three years, and have wide connection with best buyers. Highest possible reference as to salesmanship and reliability. Manufacturers wishing to do business permanently at a minimum of expense should communicate at once. Box 186, Hardware and Metal. (24)

POSITION WANTED

A HARDWARE MAN THOROUGHLY EXperienced in retail, wholesale and travelling, holding best of references, open for position June 1st. Box 187, Hardware and Metal. (22)

WANTED — POSITION AS TRAVELLER with manufacturer or jobber of hardware or kindred lines. Connection on Soo Line. Single. Best of references. Box 190, Hardware and Metal. (22)

FOR SALE

FOR SALE—A SET OF TINSMITH'S TOOLS. Fred. F. Heximer, 2 McDonald Ave., Niagara Falls, Ont. (22)

SITUATIONS VACANT

WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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We have an opening on the editorial staff of Hardware and Metal which offers splendid prospects for the right kind of a man. If you have a good knowledge of English composition, are experienced in selling, have a knowledge of advertising, and know the hardware trade, we would like to hear from you. When applying, give definite particulars of present employment, age, experience, and salary required. Kindly apply by letter only. All applications will be treated confidentially. Address:

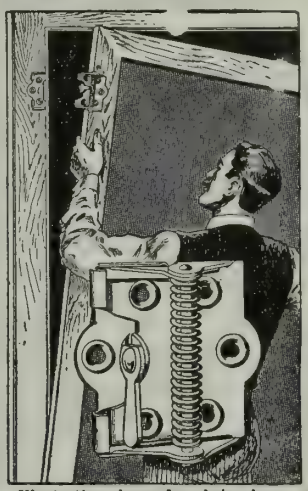
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143-153 University Ave., Toronto, Ont.

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will add to your profits.

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grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



JIFFY Detachable Screen Door Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box. Also individual sets, which includes one pair hinges, screws, handle, hook, one set to a carton.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

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No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

WHEN ORDERING TARRED FELT, BE SURE TO SPECIFY

DOMINION BRAND

We specialize in all kinds of Roofing Materials.

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INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, tubes, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

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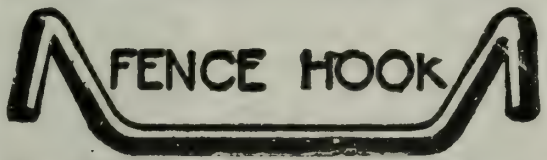
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British Aluminum Co., Toronto.

Aluminum Solder.
British Aluminum Co., Toronto, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware.
Sheet Metal Products Co., Toronto.

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British Aluminum Co., Toronto.

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Hercules Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

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Box Openers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.

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The Stanley Works, New Britain.

Butts and Hinges.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

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Chicago Spring Butt Co., Chicago.

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Soren Bros., Toronto.

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Soren Bros., Toronto.

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Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
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C. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

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Union Carbide Co., Ltd., Welland, Ont.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Roofers Supply Co., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

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Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Meakins & Sons, Hamilton.

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Stratford Mfg. Co., Ltd., Stratford, Ont.

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MacKenzie Bros., Winnipeg, Man.

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J. H. Connor & Son, Ottawa.
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MacKenzie Bros., Winnipeg, Man.
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SURE CURE for ALL Gas Engine troubles due to poor lubrication.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Door Bolts.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.

Door Checks.
Wm. Newman & Sons, Birmingham,

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MacKenzie Bros., Winnipeg, Man.
Sanderson, Harold Co., Paris.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.

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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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MacKenzie Bros., Winnipeg, Man.

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Pratt & Whitney Co., Dundas, Ont.

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The Stanley Works, New Britain, Conn.

Drills, Brick and Stone.
Whitman & Barnes Mfg. Co., St. Catharines.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.

Dry Cells.
Northern Electric Co., Ltd., Montreal.

Dustless Dusters.
MacKenzie Bros., Winnipeg, Man.

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MacKenzie Bros., Winnipeg, Man.

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Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Elbows.
E. T. Wright Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

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MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.

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The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

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The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Ontario Lantern & Lamp Co., Ltd., Hamilton.
Tallman Brass & Metal Co., Hamilton.

Electric Irons.
MacKenzie Bros., Winnipeg, Man.
Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.

Electrical Tools.
Smith & Hemenway Co., New York.

Emery.
John Oakey & Sons, Ltd., London, Eng.

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John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
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MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Steel Co. of Canada, Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.

Fanlight Gear.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash & Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

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Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

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Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

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Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Brick.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London,

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.

Fishing Tackle.
Andrew B. Hendryx Co., ven.
Marble Arms & Mfg. Co., Gladstone, Mich.

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The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Toronto.
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Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Jno. Oakey & Sons, Ltd., London.

Food Choppers.
Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

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The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Hamilton.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
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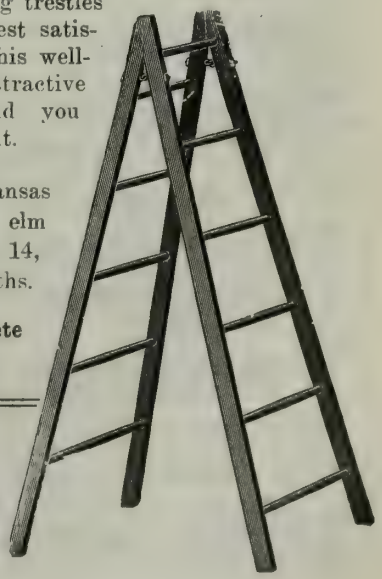
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Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

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Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

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Richards-Wilcox Canadian Co., London, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware.
MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Fal
Oneida Community, Ltd., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Slings.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Toronto

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd. Toronto.

Sporting Goods.
H. S. Rowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal

Sprayers.
Collins Mfg. Co., Toronto, Ont.
Eureka Planter Co., Woodstock, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

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B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co. Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain Conn.

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Dominion Iron and Steel Co., Ltd. Sydney.
Steel Co. of Canada, Ltd., Hamilton

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

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Butterfield & Co., Rock Island, Que

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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal
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Soren Bros., Toronto.

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Interstate Electric Novelty Co., Toronto.

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MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

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Steel Co. of Canada, Ltd., Hamilton.

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Pratt & Whitney Co., Dundas, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

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A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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Canadian Consolidated Rubber Co., Montreal.

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Richards-Wilcox Canadian Co., London, Ont.

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The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

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Peck, Stow & Wilcox Co., Southington & Cleveland.

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Lewis Bros., Ltd., Montreal.
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tripods.
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Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Canadian Consolidated Rubber Co., Limited, Montreal, Que.

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Canadian Consolidated Rubber Co., Montreal.

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Canadian Sunbeam Lamp Co., Ltd., Toronto.
Mainer Electric Mfg. Co., Winnipeg.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Pratt & Lambert, Bridgeburg.
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Sheet Metal Products Co., Ltd., Toronto.

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B. Greening Wire Co., Ltd., Hamilton.
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Wire Door Guards.
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Steel Co. of Canada, Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Wire Springs.
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Henderson & Richardson, Montreal.

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MacKenzie Bros., Winnipeg, Man.
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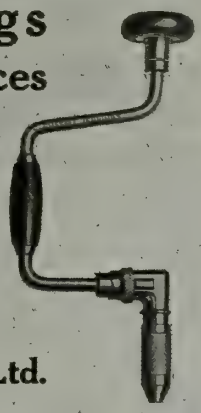
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G. F. Stephens & Co., Winnipeg

Wood Specialties.
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Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
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IN
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Suppliers of Bulk Blacks to the highest class Grinding Trade.

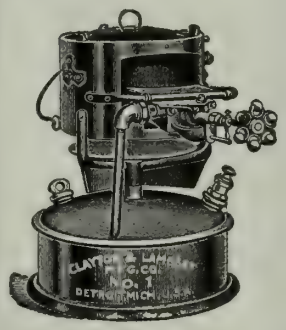
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A babbitt of quality

For Heavy Pressure — **For High Speed**

Always reliable. Stocked by hardware dealers.

Tallman Brass & Metal Co.
HAMILTON, ONT.



The No. 1 Fire Pot

is the World's acknowledged best, because with it you can do your work easier, quicker and better. With no other Fire Pot can you do as wide a range of work. The No. 1 will heat a pair of 12-lb. coppers and melt a pot of lead at the same time, if desired, and by removing the top section, the base with the burner can be used as a brazing fire or torch. The No. 1 will soon pay for its cost in the saving of fuel alone. All leading jobbers will supply at factory price. Send for catalog—it's free.

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are the best value—get our circular explaining why and giving price. Also made with pail shelf and bolts.

We also make Tub Stands, Curtain Stretchers, Ironing Boards, Clothes Bars, Hand Corn Planters, etc.

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Limited
Otterville, Ont.

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SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

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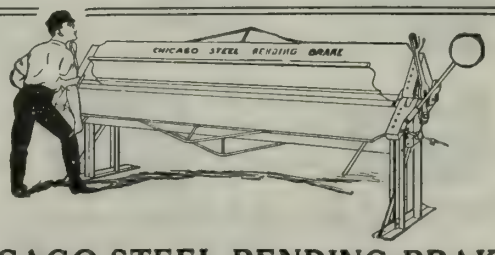
By seeing that this exact mark is on each blade.

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James Hutton & Company
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MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

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CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

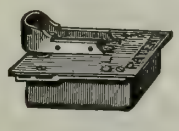
5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.



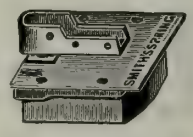


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe, 18/- each.



2860
With 2 in Shoe, 26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

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A new moneymaker for Hardware Merchants



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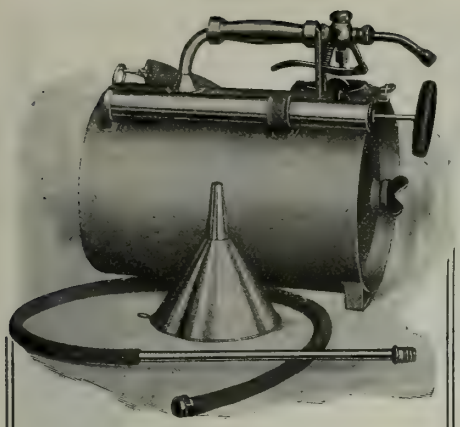
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Order from your jobber. If he cannot supply you with the Star Brand, accept no substitutes — write directly to us and we will fill your requirements quickly.

BEARDMORE & CO.

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Eureka Fountain Compressed Air Sprayer

Saves its cost in a short time by its economy in solution, and its rigid construction means lasting satisfaction.

Lever controlling the automatic valve is directly under the hand, where it is easily operated by one finger.

No complex or intricate parts.

Positively guaranteed. Send for details.

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In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

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It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

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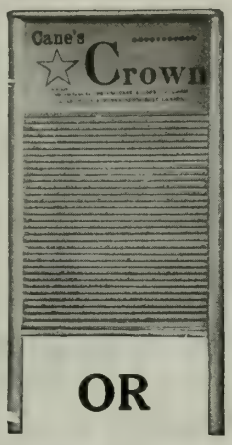
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MONTREAL TORONTO WINNIPEG

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

"It's an ill wind that blows no good"

ALUMINUM



ZINC

OR

The War—

has raised the price of zinc and consequently the price of washboards—

BUT

the BIG CANE VALUE IN WASHBOARDS IS BIGGER THAN EVER because it has come to a point where we can use aluminum in place of zinc.

ALUMINUM IS LESS LIABLE TO CRACK, SPLIT OR CARRY DEFECTS THAT WILL TEAR THE CLOTHING BEING WASHED ON IT, AND IT PRESENTS A MUCH BRIGHTER APPEARANCE THAN ZINC, AND IS MORE ATTRACTIVE ON THAT ACCOUNT.

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Newmarket, Ont.

R. BIRD & CO.

Crewkerne, England

Wholesale. Orders through merchants.

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Manufacturers of

Cotton, Linen and Woollen Webs, Straining Webs, Ready-Made Girths, Rollers, Surcingles and Horse Clothing of every description for the Saddlery Trade; also of Chair, Tray, and Cocoa Binding Webs, for Upholstery Purposes.

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Gold Medals, Calcutta, 1883; International Exhibition, 1885; and First Order of Merit, Adelaide.

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will make your file stock fly



and they will increase your sale of other mill supplies

They are the only line of files from 3 to 24 inches made absolutely of crucible steel.

They cut deeper, faster and have a longer lasting cutting edge.

Their distinctive service brings the mechanic back and back again for more and the connection you build up by this repeat order business will increase your sale of other mill supplies.

There is a shape and size for every requirement.

We make your sales still easier by supplying attractive display signs, and circularizing your vicinity, mentioning you as our local distributor, etc., etc.

The sooner you sell the Delta the sooner your profits will grow.

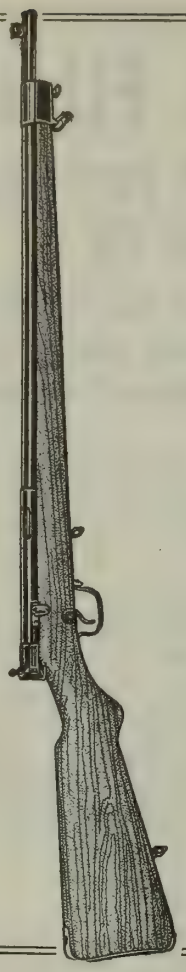
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DELTA

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DELTA FILE WORKS

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the eyes of many possible customers by a display of ROSS RIFLES. Military and Civilians alike will be interested.

Show the Ross Cadet together with the Military and the Sporting models.

The Ross Cadet is a specially good seller in these days of juvenile rifle clubs.

Ross Rifle Company

QUEBEC, CANADA

Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For

BADEN LINSEED OILS

261 MACDONELL AVE. TORONTO, ONTARIO



All kinds of WOOD **Planes**

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A

Jonathan Crookes & Son

Corporate Mark

Sheffield England

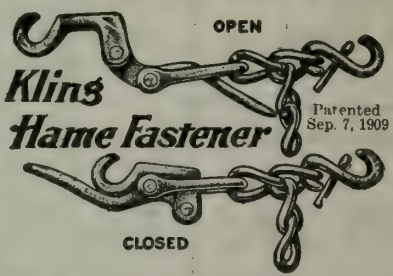
Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. $2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street Toronto, Ontario

SALES AGENTS

"HOYT FROST KING"





The man who gets this babbitt metal is sure to come back for more because it gives a service extraordinary on high-speed machinery and engine work.

Send your jobber an order to-day. If he cannot supply you, write us.

"The Babbitt You'll Sell More Of"

HOYT METAL COMPANY

FACTORY AND OFFICES:

Eastern Ave. and Lewis St., Toronto, Canada

New York, N.Y. London, Eng. St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

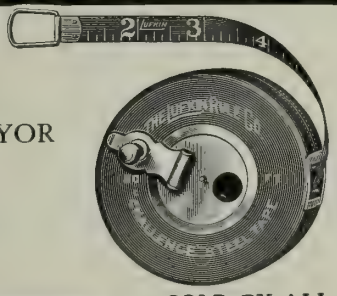
When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN





SOLD BY ALL JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number Two

Lots of things enter into the making of a good Galvanized Sheet. First is Equipment then Skill and Experience -but, far and away the most important is **CONSCIENTIOUSNESS.** "Premier" Galvanized Sheets are always one quality—we sell no branded seconds. You play safe in using "Premier" Sheets—get more for the money, and that counts, believe me.

TINKER TOM

Look for Talk No. 3 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

98-O



THE SPRING CLEAN-UP

The winter's accumulation of rubbish and dirt has been lain bare. The sun, the birds, the very air call upon all mortals to clean up. It's the time to sell

McKINNON ALL-STEEL REELS

Order a stock to-day. You'll need them as soon as you can get them.

They are lighter, yet stronger, than any metal reel of the same capacity. Their large drums cannot kink the hose. Their japan finish makes them rustproof. They sell at a popular price.

McKinnon Dash Co., - St. Catharines, Ont.

Touring Time!

Every Hardware Dealer should carry

McKINNON Electric-Welded Anti-Skids

SMALL INVESTMENT—QUICK SALES—GOOD PROFITS

Made and sold in two grades, as specified below

McKinnon Brand	Imperial Brand
Electric-Welded Cross Chain, case hardened and coppered.	Electric-Welded Cross Chain, soft and polished.
Rust-proof rim chain.	Rust-proof rim chain.
Atlas style connections.	Atlas style connections.

Jobbers—Write for proposition

MADE IN CANADA FULLY GUARANTEED

By

McKinnon Chain Company

ST. CATHARINES, ONT.

FEATURING SPORTING GOODS AND MOTOR ACCESSORIES

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 June 5
No. 23 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA


78


212


206


205

Make Your Ads Pull More Business

One hundred Canadian hardware merchants are now using cuts supplied by Hardware and Metal's Electro Service, at the low cost of 15 cents each.

There are 219 different cuts now available in this service. They are shown in proof-sheets, which we shall be glad to send you on request.

Drop us a card to-day, saying: "Please send me proof-sheets of your small hardware electros."

HARDWARE and METAL

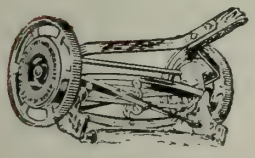
CANADA'S ONLY WEEKLY HARDWARE PAPER

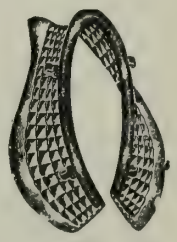
Montreal, Toronto, Winnipeg, Boston, New York, Chicago
London, Eng.


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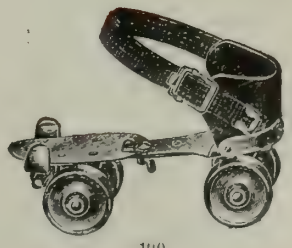

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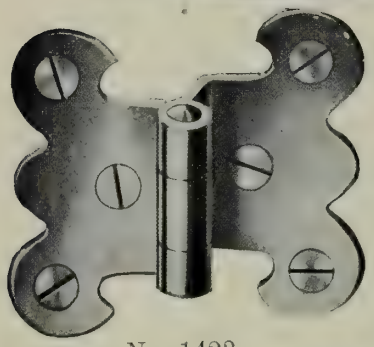
STANLEY'S Refrigerator Hinges

Will Not Break

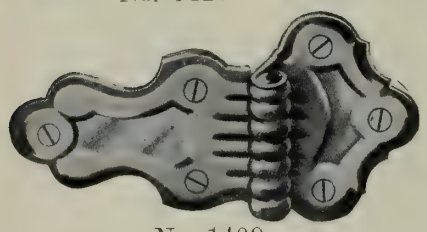
The Dealer who carries a complete line of Stanley's Wrought Steel Refrigerator Hinges is in a position to take advantage of the needs of his customers for repair work, etc.

These hinges can be used to advantage in many ways other than for refrigerators and you will find that they will sell readily at good prices whenever they are shown to your customers.

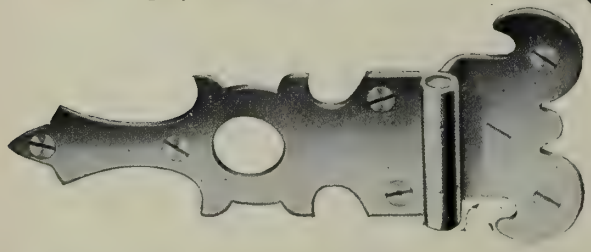
Ask your jobber or send for our catalog "W."



No. 1423



No. 1409



No. 1425

Our Exhibit at the Panama-Pacific Exposition is located in Block 26, Manufacturers' Building, Corner 5th Street and Avenue D.

Call and see us.



MADE BY THE

STANLEY S.W. WORKS

NEW BRITAIN CONNECTICUT.

NEW YORK CHICAGO

Canadian Representative: A MacFarlane & Co., Coristine Bldg., Montreal

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

PRECISION
DELIVERY
QUALITY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

Mr. Hardwareman:

One of the best chances you have to increase your profits this year is in Automobile Accessories. Here are





Three Winners

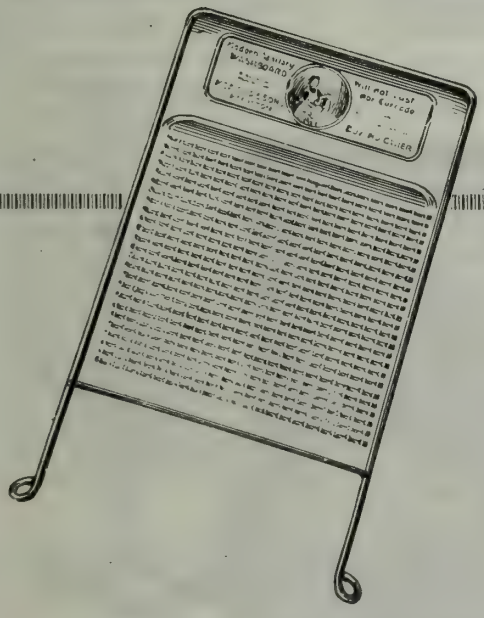
No. 501—TIRE SAVERS.—Every car needs them every night. Retail $4.00 per set.
No. 100 — CRACKERJACK.— Simple, strong. Sells for $1.60. Has no equal under $3.00.
No. 297—SHOCK ABSORBER.—Every Ford car needs them. Retail $8.00 a set.

Write Us To-day



You can sell one or more of these three to every car owner in your town.
GET BUSY.

Richards-Wilcox
CANADIAN COMPANY, LTD
LONDON, ONTARIO.



Meakins' Sanitary Washboards

Made in one piece, all metal.

Do not rust or corrode.

Have no parts to get loose to scratch the hands.

They will many times outwear the old-fashioned wooden kinds.

Dirt has no place to lodge on the all-metal, therefore it is perfectly sanitary.

"The boards you'll sell again."

Order from your jobber; if he cannot supply you, WRITE US.

MEAKINS & SONS, Ltd.

HAMILTON, ONT.

WAREHOUSES:
Winnipeg, London, Toronto and Montreal

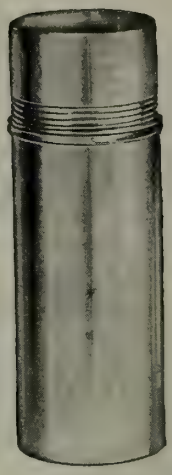


UNIVERSAL
Vacuum Bottle

No. 80 Half Pint
No. 81 Pint
No. 82 Quart

UNIVERSAL
Vacuum
Auto Accessories

In planning your auto accessories department don't overlook the importance of carrying a high grade stock of vacuum specialties. Every owner of a car is a prospective customer for one or more articles in this line and the hardware store, where he buys his spark plugs, jacks, gasoline, etc., is the logical place for him to find them.



UNIVERSAL
Vacuum Food Jar

No. 800 Half Pint
No. 811 Pint
No. 812 Quart

When you carry UNIVERSAL Vacuum goods it isn't necessary to order them in large quantities. Our system of quick deliveries enables you to carry a small, select stock which can be turned over several times in the course of a year, keeping your goods always bright and clean and the percentage of profit high.



UNIVERSAL Motor Combination Case.

You don't have to demonstrate, explain and persuade when you sell UNIVERSAL Vacuum Goods. The fact that they bear the familiar UNIVERSAL trade-mark is sufficient guarantee that they are right in every detail. This saves your time and that of your clerks, and makes your accessories department productive of greater volume of sales.

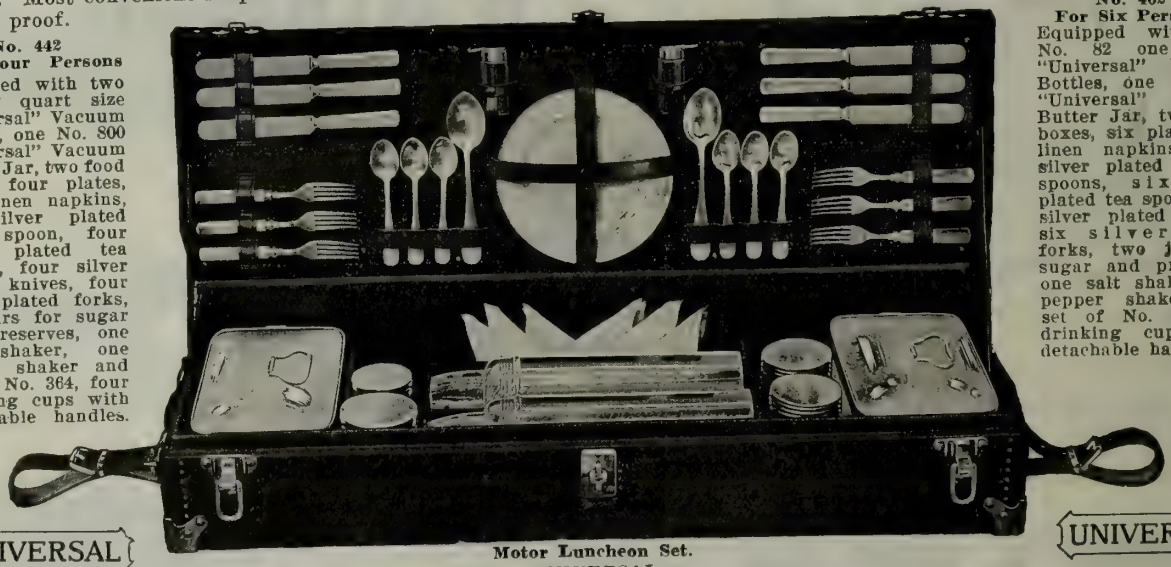
No. 152 Case only. No equipment.
No. 162 Fitted with two No. 72 quart bottles and two No. 42 quart Lunch Boxes and one set No. 364 cups.

No. 172 Fitted with two No. 82 quart bottles and two No. 52 quart Lunch Boxes and one set No. 364 cups.

Case of wood with dovetailed corners covered with dull black heavy enameled cloth. Secure lock and key fastenings and corners reinforced with leather. Lining of green leatherol, smooth and sanitary. Can be wiped out with damp cloth. Most convenient shape and size for limited space in machine. Leather handle on cover for carrying. Dust and rain proof.

No. 442
For Four Persons

Equipped with two No. 82 quart size "Universal" Vacuum Bottles, one No. 800 "Universal" Vacuum Butter Jar, two food boxes, four plates, four linen napkins, one silver plated table spoon, four silver plated tea spoons, four silver plated knives, four silver plated forks, two jars for sugar and preserves, one salt shaker, one pepper shaker and set of No. 364, four drinking cups with detachable handles.



Motor Luncheon Set.
UNIVERSAL

No. 462
For Six Persons

Equipped with two No. 82 one quart "Universal" Vacuum Bottles, one No. 800 "Universal" Vacuum Butter Jar, two food boxes, six plates, six linen napkins, two silver plated table spoons, six silver plated tea spoons, six silver plated knives, six silver plated forks, two jars for sugar and preserves, one salt shaker, one pepper shaker, and set of No. 366, six drinking cups with detachable handles.

UNIVERSAL UNIVERSAL

For prices, etc., write to your Jobber or direct to us.

LANDERS, FRARY & CLARK
New Britain - - - Conn.

LEWIS BROS., LIMITED, MONTREAL

WE CARRY EVERYTHING

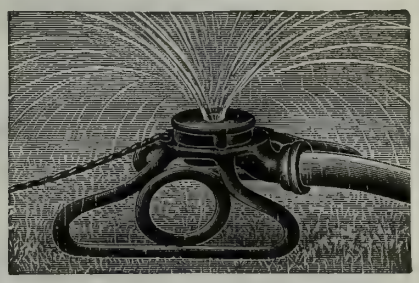
IN GARDEN AND LAWN TOOLS



THE FOUNTAIN
ALSO HAVE
BABY FOUNTAIN



HOSE NOZZLES
MAGIC — ECLIPSE — GEM
CANADIAN GEM—MYSTIC



THE ELGIN



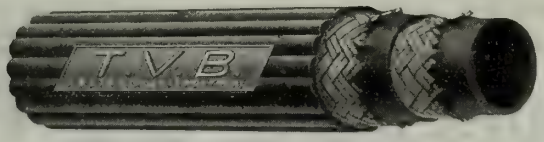
GARDEN HOSE

BLACK DIAMOND
HIGH GRADE

BULL DOG
MEDIUM GRADE

Ours is the Finest Line in Canada on Lawn Mowers

See our Salesmen
or
write us for prices
NOW



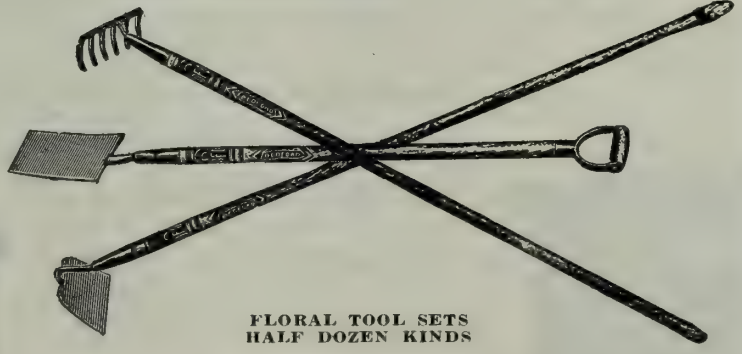
T. V. B. CORRUGATED

We Carry a Full Line of Hose Fittings.

Make out your List
TO-DAY
and let us quote



HOSE REELS
FOUR STYLES



FLORAL TOOL SETS
HALF DOZEN KINDS



WEED CUTTER OR ASPARAGUS KNIFE



LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

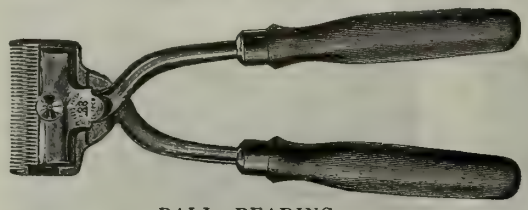
BEST IN THE LAND <> BLACK DIAMOND BRAND

PRIEST'S HORSE and TOILET CLIPPERS

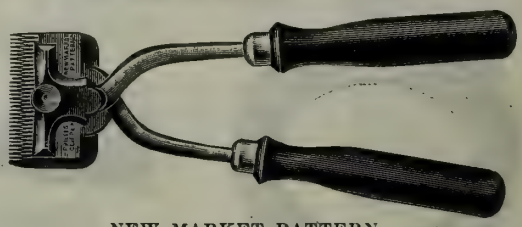
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

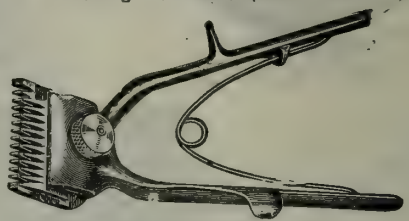


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



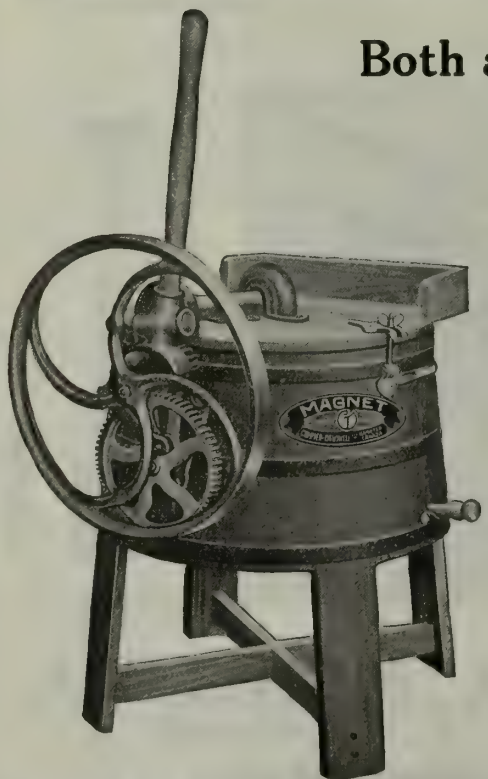
Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

New Machines with an Old Trade-Mark

Both are Cummer-Dowswell's



Always use C-D Wringers with C-D Washers. The Combination gives Unequalled Results.

The "MAGNET" is one of the easiest running and most convenient to operate hand washers of the many we have produced. It can be operated sitting or standing. The mechanism is attached to side of tub (instead of cover), and can be belted to either gas, gasoline, steam engine, windmill or electric motor power without any change to gearing. Cover can be lifted without removing belt or stopping power.

The "NEW CENTURY JUNIOR" is a swinging tub hand washer built on the well-known and time-tested NEW CENTURY principle, but without a rod up through centre, leaving nothing inside the tub but two rubbing boards.

Both have the same perfection in construction, materials, easy running and lasting qualities that have made our products known and used from Halifax to Vancouver.



CUMMER-DOWSWELL, Limited

HAMILTON, ONT.



No. 1

Size—28½" x 16¾" x 16" high.
Finish—galvanized inside and out.
Capacity—20 lbs. of ice.



No. 35

Size—18½" x 12½" x 13½" high.
Finish—white enamel inside and out.
Capacity—10 to 15 lbs. of ice.

There is a demand for a well-made Ice Box in your territory if the price is within reach. This is what you have been looking for to fill this demand.

No. 1 has removable ice container, deeply recessed bottom, and is made so that the ice-water cannot get into the food.

No. 35 has rounded corners, seamless covers, and because of very favorable manufacturing conditions is a great bargain at present prices.

Both of these Ice Boxes are also vermin-proof containers for food in the winter and are easily cleaned.

Stock them so you can Sell them.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

IMPERIAL CARBIDE



A NEW AND BETTER CALCIUM CARBIDE

MADE IN CANADA

in the largest and most modern carbide factory in Canada.

Uniform quality—Highest gas yield.

Write for information to

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open 6 to 14 inches. "W & B" STEEL Handle Grips. Length open 18 to 48 inches

These Wrenches are extra strong, frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN-MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

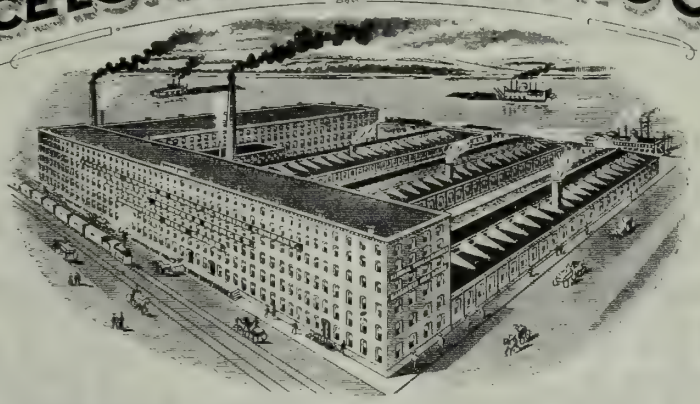
ESTABLISHED 61 YEARS

ST. CATHARINES, ONTARIO

JOHN J. FISHER. PREST & TREAS. ANTON OHNEMUS. SEC. THEO. EHRHART SUPT.

EXCELSIOR STOVE & M'F'G CO.,

BRANCHES
OKLAHOMA CITY, OKLA
ST. PAUL, MINN



MANUFACTURERS OF
NATIONAL STOVES & RANGES.
CASTINGS.
REFRIGERATORS.
GASOLINE & OIL STOVES

NATIONAL STOVES & RANGES
TRADE MARK GUARANTEED HIGH GRADE

STOVE DEALERS SUPPLIES
STOVE REPAIRS AND
HARDWARE SPECIALTIES

LARGEST STOVE PLANT IN THE WEST.

QUINCY, ILL., U.S.A., Oct. 10th, 1914.

American Rolling Mill Co.,
St. Louis, Mo. Attention:- Mr.W.S.Stephenson.
Gentlemen:-

This is in reply to a communication received from your Factory which asks our opinion as to the value of Armco Ingot Iron over that of sheet steel. We beg to inform you that we have used this product for several years in the manufacture of our Ranges and up to the present time have had no complaint from any having rusted.

From a personal test that we gave this metal we are convinced that it is far more durable than sheet steel for the manufacture of any products which are subject to moisture or the gases generated from the combustion of a fire. We have no doubt this material will obviate the past difficulties we have had with steel ranges rusting out while in the hands of the consumer.

The finish of the stock is equal to any sheet steel that we have ever had and we are pleased indeed to recommend this material to anyone who requires sheet metal that has more durability than sheet steel.

With best wishes, we are,

Yours truly,

EXCELSIOR STOVE & MFG.CO.

AO.HK.

For further information regarding

ARMCO (American Ingot) IRON

Address **The American Rolling Mill Company**

Licensed Manufacturers under Patents granted to the International Metal Products Co.

MIDDLETOWN, OHIO

BUY MADE-IN-CANADA GOODS

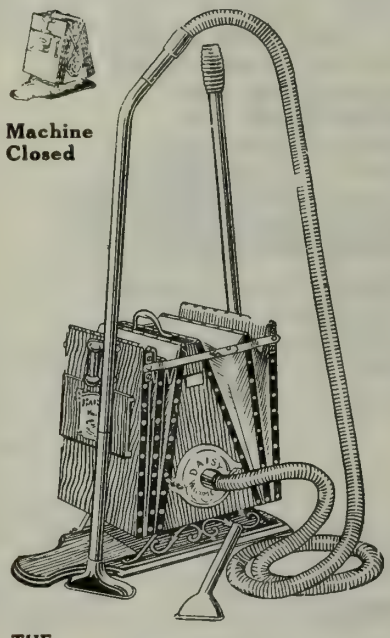
All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



THE
"BABY DAISY," $20.40

Handsomely made in Solid Oak, with nickel-plated fittings; has quadruple bellows and is collapsible. Complete with 6 ft. hose, carpet nozzle, upholstery nozzle, lengthening tube, lever, and round brush.

EVERY DAY

lorry loads of Daisy Vacuum Cleaners are sent on their way to our agents, who are doing such an excellent business with them.

THE DAISY VACUUM CLEANER

Every machine is made in the very centre of the hardware industry of the best British materials, by the most expert British workmen; in every sense of the word Daisy Vacuum Cleaners are **BRITISH**

Remember that the agents reap the advantage of having no competition in the way of manufacturers doing a direct trade.

We want Hardwaremen to write for our Trade Terms and Booklet 77, which shows the large range of models we are making.

The Daisy Vacuum Cleaner Co., Limited

Leamington Road, Gravelly Hill, Birmingham.

Telegrams: "Ileklean, Birmingham." Telephone: 405 and 406 East. ABC Code, 5th Edition.

CONTRACTORS TO THE BRITISH GOVERNMENT

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

STAPLES

BOLTS AND NUTS

THE STEEL COMPANY OF CANADA LIMITED



IRON AND STEEL BARS



"TIGER" WHITE LEAD

Tacks,
Wood and Machine Screws,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails.
(MRM & Bell) (MRM)
Putty.

Quality Guaranteed **Prompt Shipments**

SALES OFFICES

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

WOSTENHOLM'S
Celebrated
I·XL CUTLERY



No. 1000

Hollow Ground. Fully Concaved. Gold Etched.

DISTINCTIVE IN APPEARANCE AND SERVICE.

A sale of Wostenholm's cutlery is good insurance of repeat orders, because customers are always pleased with their purchase.



1411-A

Best English Steel.

HAND FORGED.

Ask your jobber for samples and prices.



Made in all sizes, widths and handles

No. 2000

Whether it's RAZORS, POCKET AND TABLE CUTLERY, SCISSORS, CARVERS, CUTLERY IN CABINETS, PEARL HANDLE DESSERTS, OR ELECTRO PLATED KNIVES, FORKS AND SPOONS, that you require, be sure to specify the **Celebrated I.XL Brand,** for it's a lasting aid to business.

STOCKED BY ALL LEADING JOBBERS

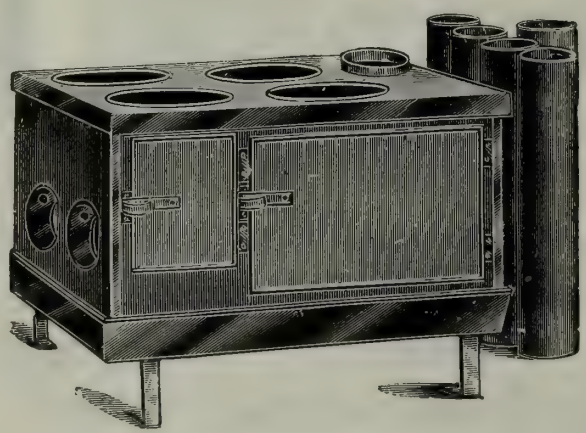
Canadian Representatives:
A. MACFARLANE & CO., Montreal

MADE BY

Geo. Wostenholm & Son
SHEFFIELD, ENGLAND



Knocked Down, Ready for Shipment.



Set Up, Ready for Use.

ALASKA CAMP COOK STOVES

Made of heavy sheet steel, folding together as shown in illustration. Its exactness and strength, when put together, and its compactness, when knocked down, make it the ideal Stove for travelling and camping.

Made in two sizes—2 holes and 4 holes. Shipping weight 40 lbs. and 53 lbs. respectively.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

A "Metallic" lined kitchen is a beautiful, sanitary room



Any woman would gladly see these cleanly, artistic, fire-retardant "Metallic" steel plates in her kitchen

Hardware men and tinsmiths will find any amount of business waiting for them in private homes if they will just go after it. Almost any woman in your town would like to talk over with you the idea and cost of making her kitchen more attractive with "Metallic" Art Steel Plates. They are easily put on, the patterns are clean and sharply embossed, and strictly up-to-date.

Why not write us to-day for prints, prices and catalogues and make a start now?

THE METALLIC ROOFING COMPANY, LIMITED

TORONTO Manufacturers WINNIPEG

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

J-M Responsibility—the logical outgrowth of over half a century's progress, achievement and business integrity—stands as a stronger assurance for your customers' satisfaction than even the most complete written guarantee.

J-M Asbestos Roofing is not "as-good-as" roofing; it is the standard of comparison



This roll roofing is not offered to the hardware trade as a competitive article. It is not manufactured to compete with cheap roofings with which it has nothing in common except that it is ready to lay. It is an "Exclusive" roofing. When its advantages over slate, shingles and metal roofings are pointed out, it is certain to be used on any structure of permanent character.

J-M Asbestos Ready Roofing never needs coating or painting—its first cost is its only cost—it is the cheapest-per-year of all prepared roofings; for it needs no attention after being laid.

It is fire-resistant, for sparks and flying brands will not ignite it—instead of spreading a fire, it blocks it. It is non-conducting—resists Winter cold and reflects Summer heat. Anyone can lay it right and tight with J-M Vise-Grip Cleats—without cement in laps and joints.

Literature on this subject is valuable to you, for it shows how this J-M product serves the purchaser—and that means more business for you. Prices and terms on request to nearest branch.

The Canadian H. W. Johns-Manville Co., Limited

Manufacturers of Pipe Coverings; Packings; Stove Lining; Furnace Cements; Pipe Joint Cement; Garden Hose; Fire Extinguishers; Spark Plugs; Dry Batteries; Roof Coating; J-M Regal Anti-Leak Stick; J-M Elastic Roof Putty.

TORONTO MONTREAL WINNIPEG VANCOUVER

3156AB

Quick Hot Water at a Big Saving
——of Gas——

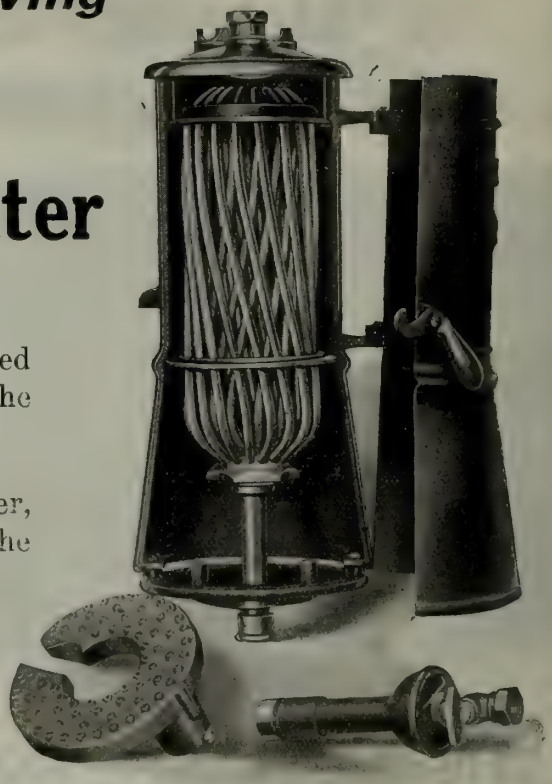
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

Hardware Dealers—An exact duplicate of the ad. below appears in the May 27th and June 3rd issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Calipers

Kinds

Starrett Calipers are made in a number of styles and sizes to suit every practical need of machinists and toolmakers. There are round leg toolmaker's spring calipers, Fay patent calipers, with split nut for quick action, Yankee spring calipers similar to the Fay but not quite as heavy. There are firm joint calipers, screw-adjusting firm joint calipers, lock joint transfer calipers for transferring measurements over ribs, flanges, bosses and in chambered cavities and several other special styles. These are all made of the best steel perfectly tempered to give longest service.

Hermaphrodite Caliper

The Hermaphrodite calipers shown here have sensitive adjustment and are made in the following sizes:

4″—$0.90, 6″—$1.00, 8″—$1.25, 10″—$1.50

No mechanic should purchase calipers or any other tools without consulting the Starrett 320-page catalog No. 20M.A. (sent free on request) for styles, sizes, and prices.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

42-451

Starrett Tools
The Standard Instruments of Precision

MOWER FILES
FOR
BUMPER CROPS

Signs point to bumper crops this year. Mowers will see more service. Knives will need more re-sharpening. TIME will be a vital factor in the harvest-season.

By advising YOUR trade to use the "Famous Five"

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

YOU do your share in making 1915 a record year of Farm Production and Profit.

The "Famous Five" reflect 50 years' experience in making **successful** files. They're the **limit** of goodness in Mower Files.

And by using the "Famous Five"—and replacing each worn file **promptly**—your farm-friends spend less time sharpening knives and have more time to garner the golden harvest.

Be sure your stock is in shape for the Harvest rush. And do your share by showing your trade the RIGHT way to get the MOST from the "Famous Five."

NICHOLSON FILE CO.

JOBBERS EVERYWHERE

PORT HOPE ONTARIO

You Can Sell 75% of the Wall Board Being Sold in Your Locality

If this does not sound reasonable to you write us and we will tell you how this can be accomplished.

NEPONSET
WALL BOARD

is the best selling wall board ever made, because attention has been given to its outward appearance, as well as to its practical features. It is the most practical wall board made and also the best looking.

Write us to-day.

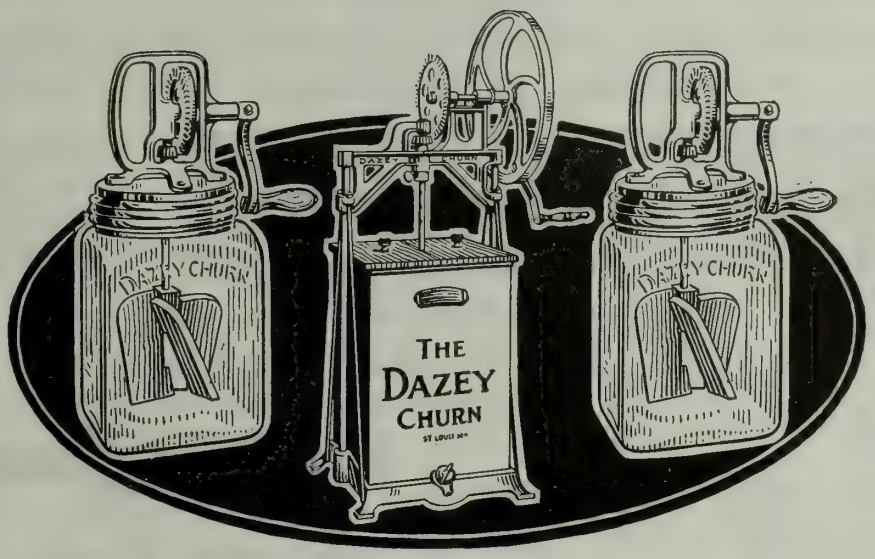
BIRD & SON

Dept. H.

Heintzman Building

HAMILTON, ONT.

Montreal, St. John, N.B., Winnipeg, Calgary, Vancouver.



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

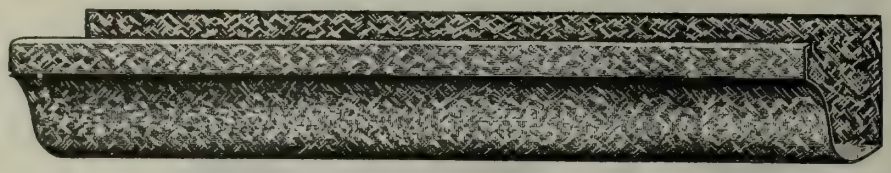
That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.

DAZEY CHURN & MFG. CO.
WARNE AND CARTER AVES.
ST. LOUIS, MO.

Poorly fitting eavestrough is not cheap at any price because it takes more time and solder to erect than properly made eavestrough as manufactured by us.



Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





THE WHITE MOP WRINGER

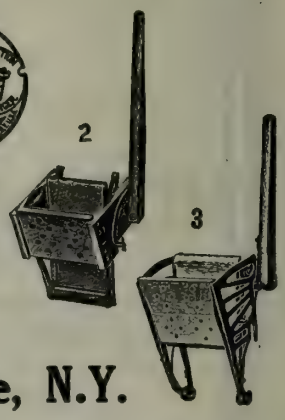
always bears this trade-mark

LOOK FOR IT.

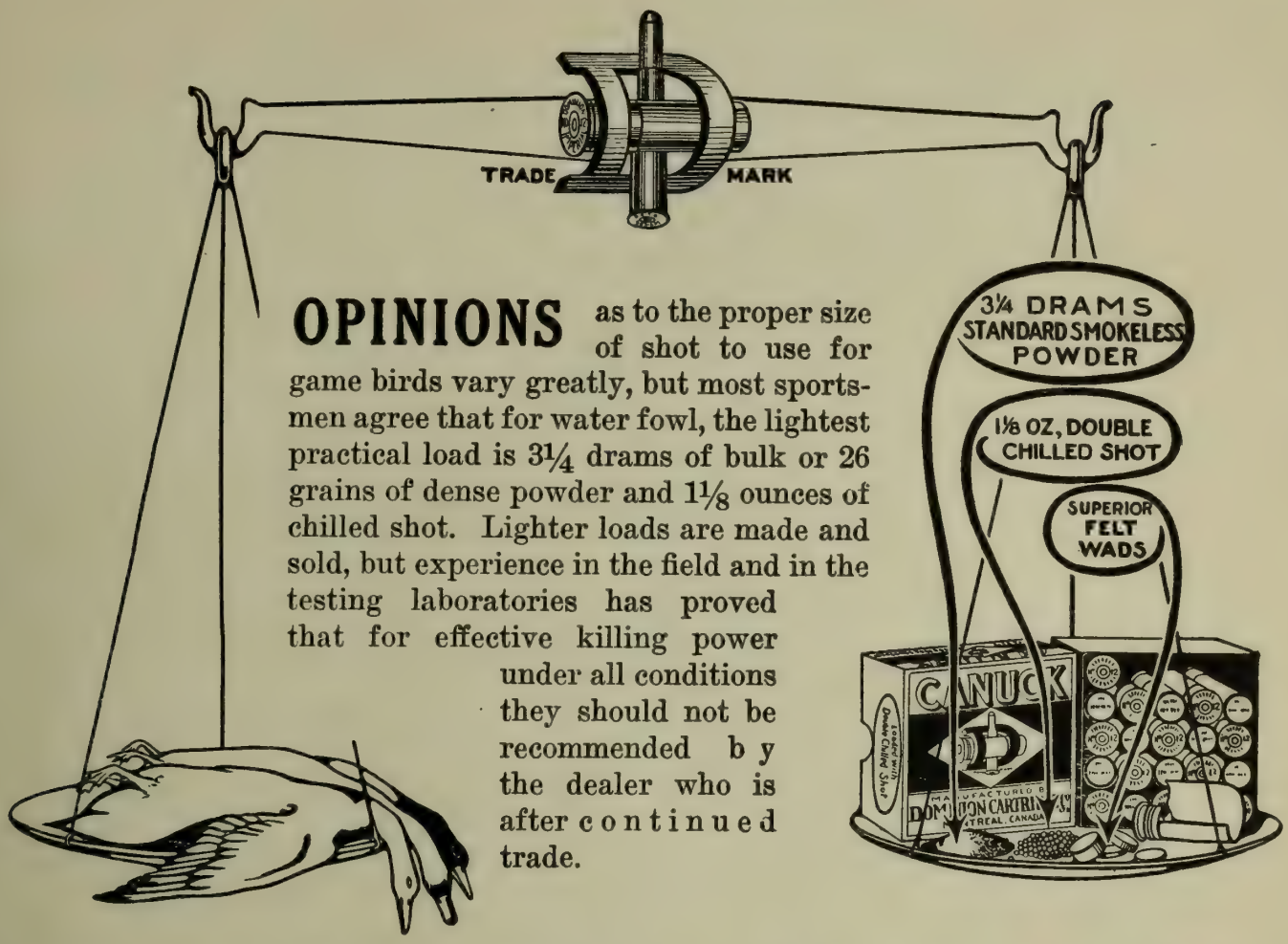


Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



OPINIONS as to the proper size of shot to use for game birds vary greatly, but most sportsmen agree that for water fowl, the lightest practical load is 3¼ drams of bulk or 26 grains of dense powder and 1⅛ ounces of chilled shot. Lighter loads are made and sold, but experience in the field and in the testing laboratories has proved that for effective killing power under all conditions they should not be recommended by the dealer who is after continued trade.

Dominion Loads of this Powder and Shot Combination are

IMPERIAL	**IA**	Dupont, Empire, Bulk.
	IF	Ballistite, Infallible, Dense.
CANUCK	**DA**	Dupont, Empire, Bulk.
	DF	Ballistite, Infallible, Dense.
SOVEREIGN	**SK**	Dupont, Empire, Bulk.
REGAL	**RJ**	Ballistite, Infallible, Dense.
CROWN	**CJ**	Snapshot Black.

These are the 12 Gauge loads. Each one may be gotten from your jobber in any size shot, 1 to 10, BB, AA, SSG or Single Ball. Order by stating load letter, size of shot and brand of powder.

Buy Dominion Shot Shells because they are full value. Sell them because they give entire satisfaction.

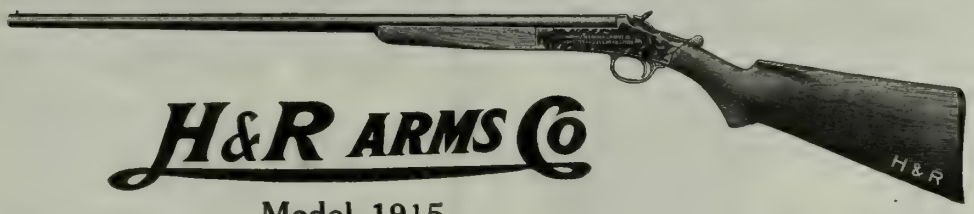
Canadian Sportsmen shoot Dominion Shot Shells.

DOMINION CARTRIDGE COMPANY, Limited

120 St. James St., Montreal

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U. S. A.

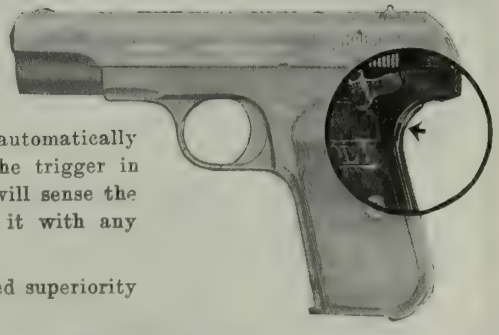
WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE



An Ancient Symbol And a Modern Means of Protection

The ancient custom of **seeking** protection was to have a winged disk carved above the doorway. The modern practice of **getting** protection is to have a Colt in the home. A Colt Automatic makes **your** home protection an actual fact—not a fanciful trust. The Colt is a tangible bulwark against lawless intrusion—and is automatically safeguarded against unintentional discharge.

The Colt Automatic



is a correctly balanced, ever-ready, hard-hitting pistol. The Colt is automatically **locked when cocked.** You must simultaneously **grip the grip** and pull the trigger in order to fire it. But, see the Colt at your nearest firearms dealer. You will sense the feeling of safety as your fingers close over its sturdy grip. Compare it with any pistol and your choice will be a Colt.

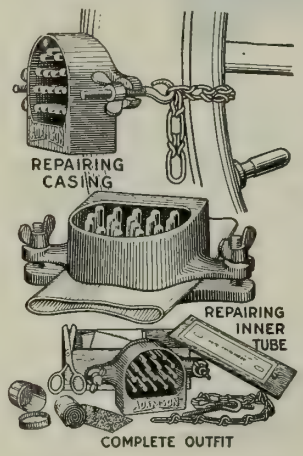
The Colt was adopted by the U. S. Army and Navy because of its "Marked superiority to any other known pistol."

THE COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.

or A. MACFARLANE & CO., Coristine Bldg., Montreal

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. .·. HAMILTON, ONT.

DU PONT

SPORTING POWDERS Are Dollar Makers

FOR DEALERS

WHY?

DUPONT, "bulk" or "dense" in Smokeless and DU PONT in Black

Spell economy in your ammunition stock because these guaranteed, world-known

POWDERS SATISFY ALL SHOOTERS

Tie your store to our national advertising campaign by stocking DU PONT POWDERS—the choice of field and trapshooters

FOR POWDER BOOKLETS AND TRAPSHOOTING CLUB ORGANIZATION HELPS WRITE TO DEPT. 429.

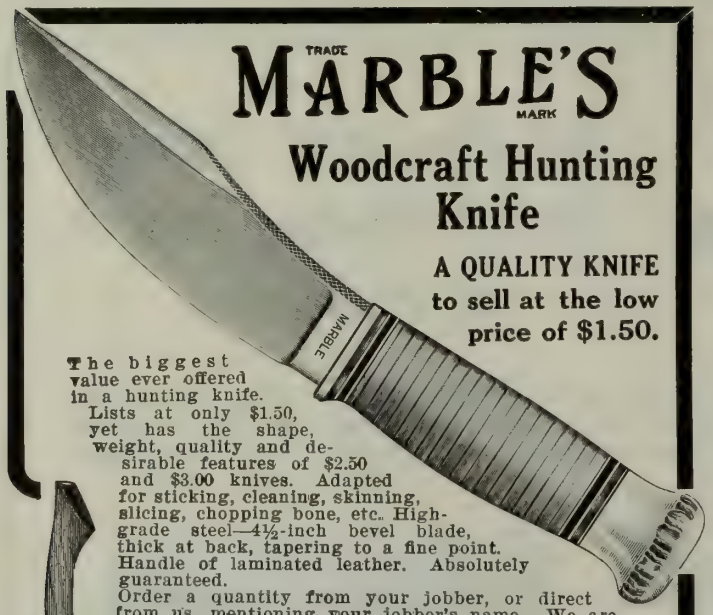
DU PONT POWDER CO.

Established 1802
WILMINGTON, DEL., U.S.A.

TRADE MARBLE'S MARK

Woodcraft Hunting Knife

A QUALITY KNIFE to sell at the low price of $1.50.



The biggest value ever offered in a hunting knife. Lists at only $1.50, yet has the shape, weight, quality and desirable features of $2.50 and $3.00 knives. Adapted for sticking, cleaning, skinning, slicing, chopping bone, etc. High-grade steel—4½-inch bevel blade, thick at back, tapering to a fine point. Handle of laminated leather. Absolutely guaranteed.
Order a quantity from your jobber, or direct from us, mentioning your jobber's name. We are advertising this knife extensively in the magazines. Be prepared to supply the demand.
Blade 4½ in.; handle 3¾ in.; weight 5 oz. List price $1.50, including leather sheath.

MARBLES Camp Axe No. 10

Blade forged from solid tool steel. Tempered head, designed for driving stakes, spikes, etc.; will not become battered even under continuous service. Nail puller has tempered jaws. Accurately machined eye is fitted perfectly by handle, thus eliminating all liability of the head working loose.
Blade 3¼ x 5¼ in.; Weight 28 oz.; 16 or 20-inch handles of selected hickory. List price: Without sheath, $1.50; with sheath, $2.00.
Liberal Discount to Dealers. Ask your jobber, or write Marble.

MARBLE ARMS & MFG. COMPANY
5350 Delta Ave., Gladstone, Mich., U. S. A.



HOHLFELD HAMMOCKS

Have designs and colorings that fascinate prospective buyers

Although better by far, they cost no more than ordinary hammocks.
When you sell a Hohlfeld Hammock at any price you are giving the BEST VALUE possible to furnish at that figure.
The **Yarn** used differs from that used in others. It brings out the design and colors, and at the same time adds strength to the fabric.
Our extra stringing cords at each end, three in number, add triple strength where the greatest strain prevails.
Our patented end casting, to which the cloth is fastened to spreader, will not permit spreader to poke through cloth.
JOT DOWN A LINE NOW FOR FULL PARTICULARS AND PRICES.

The Hohlfeld Manufacturing Co.

PHILADELPHIA, PA.

CANADIAN AGENTS:
Mackenzie Bros., Winnipeg; Wm. Rogers, 91 Youville Sq., Montreal.

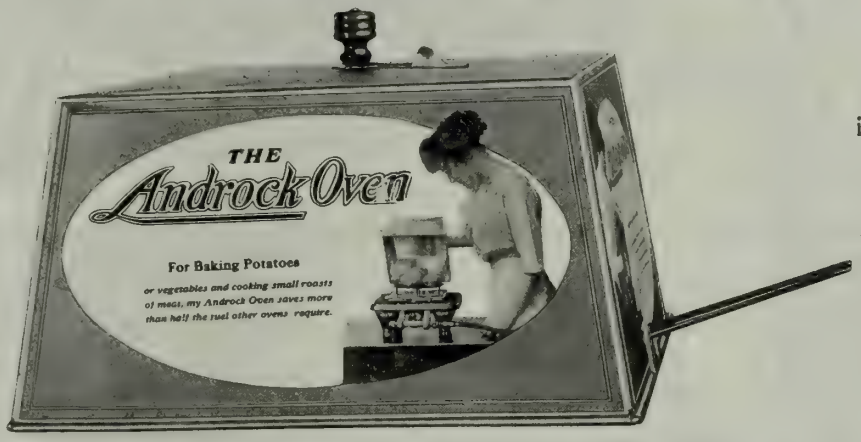
A Page of Hot Weather Hints for the Up-to-date Hardware Man

BAKES Potatoes, Biscuits, Pies, Cakes, Bread, Etc.

ROASTS Meats of all kinds.

COOKS Breakfast Food and Vegetables.

HEATS Three Flat Irons at a time.



Food will cook in the same time in the Androck Oven on a single burner as it will in the large gas stove oven, and SAVE ¾ the GAS BILL.

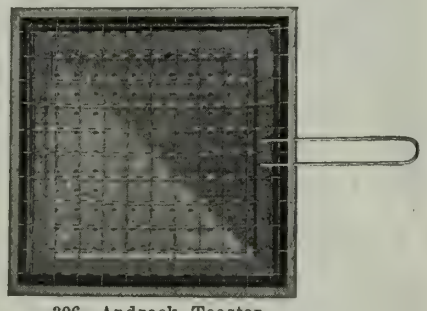
The Biggest Value Ever Offered in a Gas Economizing Oven



326—Sun Gas Toaster.



315—Kitchen Kumfort Toaster.

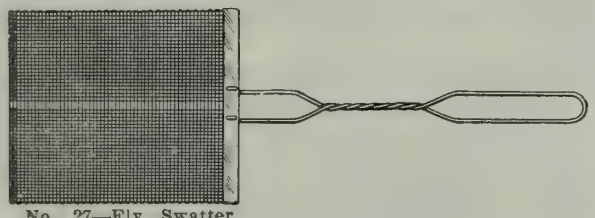


306—Androck Toaster.

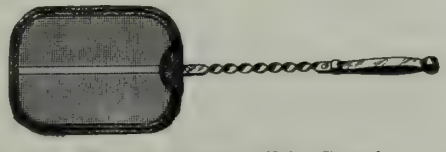
The Finest Line of Toasters for Gas, Gasoline and Coal Oil Stoves Made.



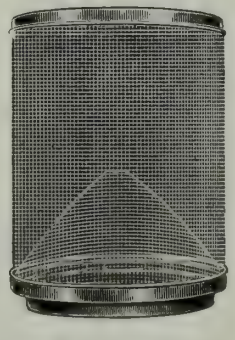
No. 64—Hanging Basket. Beautiful when lined with moss and filled with ferns, etc. Made in four sizes.



No. 27—Fly Swatter.



No. 227—Fly Swatter—Felt Bound.



No. 28—Baby Superior Fly Trap.

60,000 of our Fly Swatters have been sold this year, and the season has only begun!

If you would like to know more about these and 300 other quick-selling items, write for Catalogue No. 5.

Designed to retail at 15c. Most convenient and efficient Fly Trap ever offered to retail for less than twenty-five cents.

Andrews Wire Works of Canada, Limited

WATFORD, ONTARIO

Sporting Goods and Motor Accessories Section.

"And Where Do I Come In?"

WHEN a manufacturer begins to tell you, the retailer, about his advertising—the number of papers he is using, the money he is spending—your first and most natural query is, "Where do I come in? How does all this affect me?"

We realize that you are not as much interested in Hercules advertising as we are. It is not as vital to you. It is not revolutionizing your business. But it *is* doing two things that affect your business that are of interest to you, that you should know about.

Hercules Advertising is increasing the consumption of ammunition.

Hercules Advertising is increasing the consumer's knowledge of powders and creating a much greater demand for Infallible and E. C. Smokeless Shotgun Powders in loaded shells.

The first of these results of Hercules Advertising is having the direct effect of increasing your business.

The second may during the past year have brought relatively few requests to you, as an individual retailer, for the two Hercules Smokeless Shotgun Powders. But these few requests show the way the wind is blowing. Taken the country over, they are multiplied many thousand times.

They should prove to you that it is worth your while to *specify Infallible or E. C., or both, when ordering loaded shells.*

This year we are advertising in double the number of publications used last year. These publications have a total circulation of approximately five million copies.

On the opposite page are reproduced a few of the advertisements we are running, lists of magazines, etc. Please glance at them.

An Attractive Poster You are familiar with the unusually striking posters we got out last year—the trap shooter and the duck hunter. You probably used them. If you did you will surely want our 1915 poster—a pretty girl idea this time—that will be ready shortly. If you did not, all the more reason for taking advantage *now* of this effective display feature.

Electros For YOUR Use Actually for your use and your good, *advertising your business*, not ours, are these electros. They cover the sporting goods business thoroughly and they are written to sell your general line of goods first, last and all the time. The name Hercules is not even displayed in the copy. Many retailers are taking advantage of the actual advertising value these electros have. Write us and ask for proofs. Then you can pick those that best meet the needs of your business and your stock.

Sales Producing Booklets We publish several booklets that are sales producers for our customers. If there is a trap-shooting club in your neighborhood, or even if there is not, one of them, "Trap-shooting," will be of especial value to you. It is unusually attractive and convincing. It makes converts for the sport, tells how to start a club, how to shoot—increases your sales of ammunition.

A few copies distributed among your customers will do both you and ourselves good. May we send them?

HERCULES POWDER CO.

Wilmington, Del.

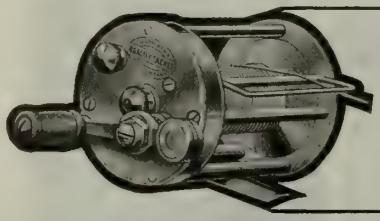


Sporting Goods and Motor Accessories Section.

Satisfied Customers—Means Greater Business

MR. DEALER: The South Bend Anti-Back-Lash Casting Reel is positively guaranteed to give satisfaction—note following Ad. now appearing in all Sportsmen Magazines.

Every time you sell a South Bend Anti-Back-Lash Reel you are doing your customer a favor—He gets continuous enjoyment from his fishing—He will cast without back-lashes—hence fish more and that means more high-grade tackle sales for you. We also make a complete variety of Bait-Casting Tackle. **Send for new, complete catalogue.**



BEFORE YOU BUY A CASTING REEL

Investigate the merits of the South Bend Anti-Back-Lash—Ask your dealer to let you try it in comparison with any other reel on the market purported to be anti-back-lash or a minimizer of back-lashes—then decide for yourself.

It is the Original and only true Anti-Back-Lash Reel made—Is Convertible—Can be used as a regular reel or anti-back-lash by a turn of adjustment screw—Thumbs itself—Automatically stops when bait lands—and has many other exclusive wonderful features which no other reel possesses.

Absolutely guaranteed without time limitation—will fulfill all we claim—money back if not entirely satisfied.

SOUTH BEND BAIT CO., 343 Colfax Ave., **SOUTH BEND, IND.**
Manufacturers of Quality Tackle for Bait-Casting.

Look for the

SOUTH BEND QUALITY TACKLE BAIT COMPANY

Trade-Mark



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market.

The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.

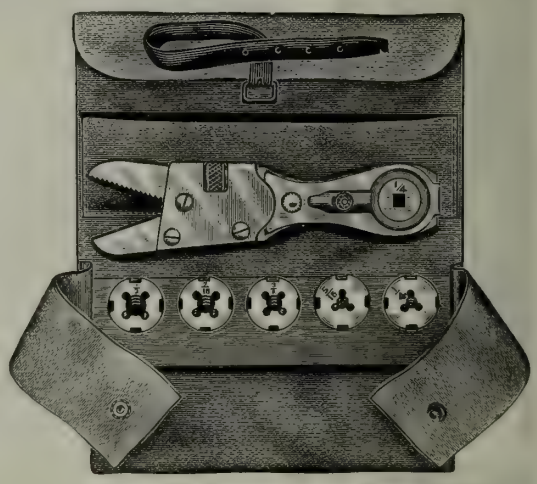
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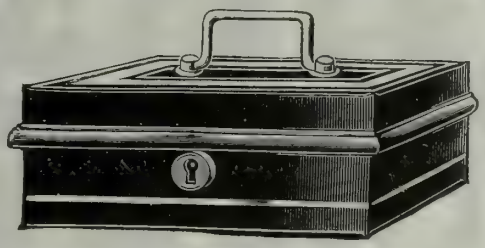
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The Mainer Electric Co., Limited, Winnipeg, Man.

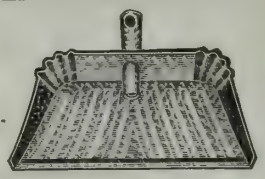
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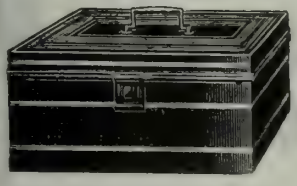


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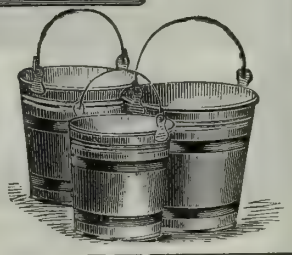
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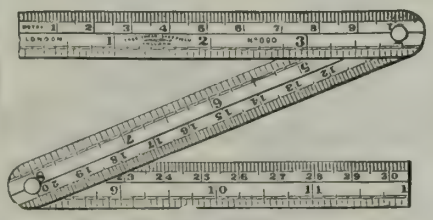
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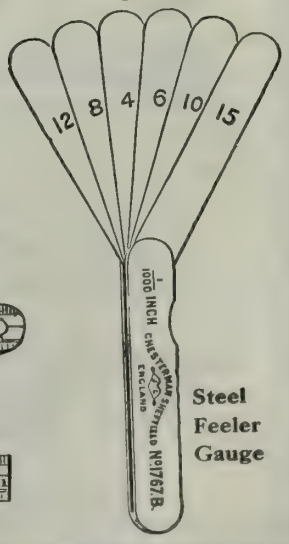
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Engineers' Small Tools



Steel Feeler Gauge

GOODELL-PRATT

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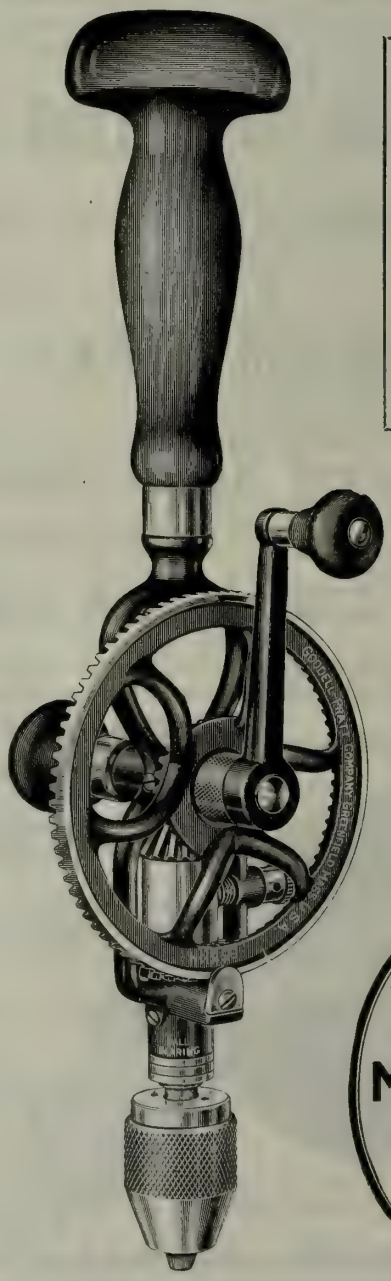
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Our 13th Style

And you can make up your mind that it is going to be mighty unlucky for the merchant who doesn't carry it in stock.

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Toolsmiths

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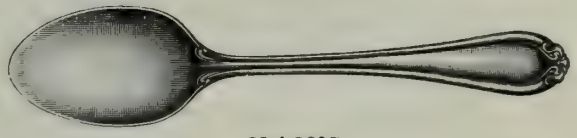
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MONTREAL, P.Q.



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(LET THE BUYER BEWARE)

was the old way of trading

"Adjuvetur Emptor"

(LET THE BUYER BE ASSISTED!)

is our "Service" way of trading

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 5, 1915. No. 23

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, General Manager.

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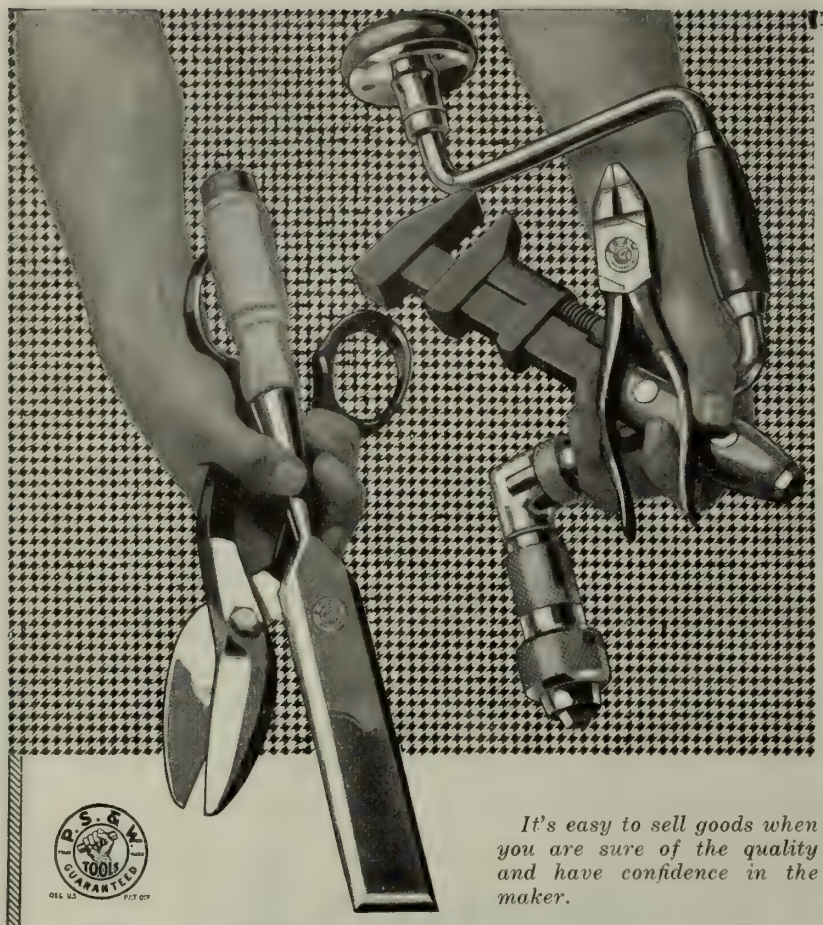
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"QUEEN'S HEAD" WEAR

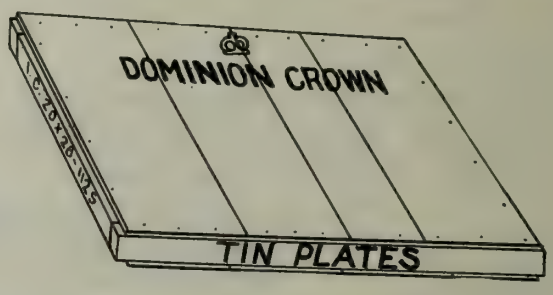
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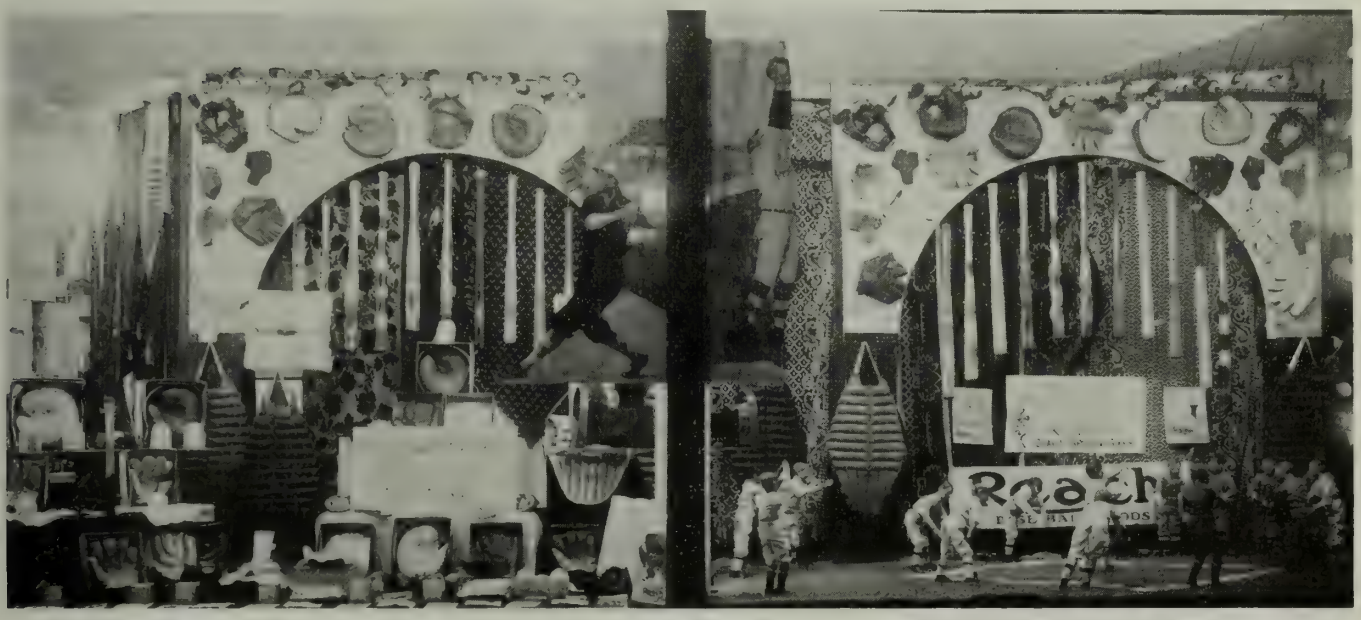
HARDWARE AND METAL

Vol. XXVII. JUNE 5, 1915 No. 23

Hardwaremen Sell Sporting Goods

Playing Ball as Usual—Hardwaremen Taking Part in Sports — and Selling Sporting Goods—Many Hardware Firms Have Added Sporting Goods During the Last Few Years.

By HENRY LEWIS.



The above window display of sporting goods, arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, furnishes many ideas for the window trimmer who wishes to make an attractive and seasonable display of sporting goods. Every window-trimmer should make a careful study of the above display.

"A CROWD estimated at nearly a thousand saw the lid pried off the City Baseball League for the season of 1915 recently at the new ball park in the south end at the corner of Talfourd and Emma Streets. The Imperials and the Perfections, the latter team newcomers in the league, furnished the bill, which was preceded by a parade from uptown, headed by the Collegiate Cadet Bugle Band in McFee's tally-ho, and in which a score of automobiles joined, loaded to the guard rails with enthusiastic fans. Upon arrival at the grounds, Mayor W. R. Paul proceeded to the centre of the diamond, and, with Dr. Henderson and Secretary Dave Rougvie, opened the ceremony by pitching the first ball of the season. The genial mayor, after several attempts, finally put over a strike on which Dave took a healthy swing, and which the doctor muffed, after which Umpire Walter Costello called time and the big game was on."

The foregoing from a Sarnia newspaper is the opening paragraph of a lengthy article announcing the opening of the baseball season. It is typical of many hundreds of other announcements that have appeared during the past few weeks in newspapers throughout Canada. The town or city that does not boast of one or more ball teams is indeed a dead one. The teams of course are in many cases composed of amateur ball players, but in addition to the amateurs there are the well-seasoned players who have taken more or less interest in baseball for many years. Even the soldiers in training in many of the camps in Canada spend considerable of their leisure periods in playing baseball or football.

Mercantile leagues, public school and high school leagues, professional leagues, Sunday school leagues, and many other baseball organizations are just at this period, taking a great interest in the keen and fascinating game of ball. Even the small boys are in the game, and many of the most thrilling and exciting contests take place on corner lots, or any place—it matters not to the small boy—where a fair-sized plot of ground is available. It is the ambition of almost every small boy to become a ball player, and very often the nickels and dimes are saved-up for several weeks. to buy the dollar-fifty glove that was shown in the "Jones hardware store window," or the ninety-cent bat that was marked "special" in the same window display. The trade of the small boy at the present time is worth a great deal more than it was some years ago, for the average small boy of to-day has more money to spend than the boy of fifteen or twenty years ago.

The extract from the Sarnia news-

paper states that Dave Rougvie pitched the first ball. It is interesting to note that "Dave" is a hardware merchant, and in this connection it might be stated for the benefit of those not acquainted with conditions that many of the best sportsmen—by sportsmen I mean the men who are working hard to interest the Canadian youth in clean healthy sports—are retail hardwaremen.

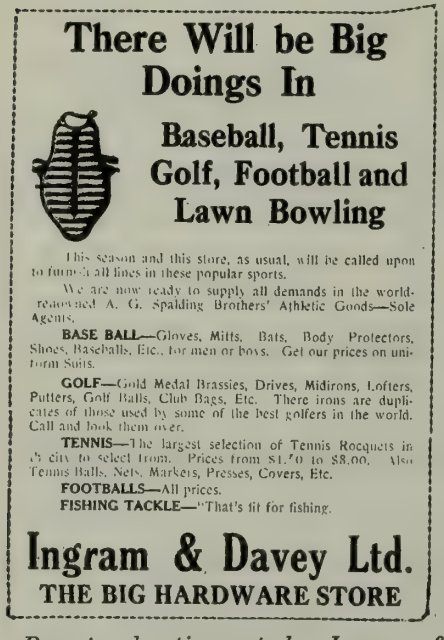
Many retail hardwaremen are officers of sport organizations, and not a few take an active part in the sports. Few indeed are there in the hardware business who do not take a keen interest—in fact an active part—in either baseball, football, lawn bowling, golf, lacrosse, lawn tennis, fishing, shooting, curling, hockey or some other of the many splendid and healthy sports so popular in Canada.

When you stop for a few minutes to think over the vast number of sporting organizations in Canada, you cannot help but wonder where all the sporting goods come from. Think of the many thousands of articles, used in playing the various games that are seasonable and popular at this time of the year.

Sporting goods are secured through various sources, and have in the past, in fact to a certain extent to-day sold through exclusive sporting goods stores, book and stationery stores, and last but not by any means the least—hardware stores.

Some retail hardware concerns have sold nearly all lines of sporting goods for many years, while others have always sold shooting and fishing supplies, but not baseball and tennis goods.

During the past five years the numbers of hardware merchants who have enlarged their sporting goods departments to accommodate such lines as



Recent advertisement by Ingram & Davey, Ltd., St. Thomas, Ont., featuring sporting goods.



Recent advertisement featuring sporting goods. By Brace, McKay & Co., Ltd., Summerside, P.E.I.

baseball and tennis goods, lawn bowls, etc., have increased at a surprisingly rapid rate, until to-day the most important sporting goods distributors in most of our cities and towns are retail hardware merchants.

Is there any reason why the hardware merchant should not be the distributor of all lines of sporting goods. The huntsmen and the fishermen, the hockey clubs and the gun clubs have from time immemorial looked to the hardwareman for supplies, why not the sportsmen who are interested in other lines? The hardwareman to-day has command of the sporting goods situation in Canada, and judging by present activities he will not only continue to command the distribution of sporting goods, but he will be the means of creating a much greater interest in sports than has ever been exhibited in the past. Many of the sporting organizations now in existence, were started, largely through the efforts of the local hardwareman.

Stocking the Goods.

One of the pleasing features in connection with the sale of sporting goods is that the merchant need not invest heavily when selecting his initial stock. For a very reasonable outlay it is possible to secure a good selection of sporting goods—there is no need to overstock.

Most hardware jobbing houses carry very complete lines of sporting goods. Several houses issue special sporting goods catalogues or supplements to the larger catalogues. It is interesting to note in this connection that some of our large jobbing houses have added many lines of sporting goods to their stocks during the past four or five years. By watching the advertisements in this paper retailers can very often get in touch with manufacturers or wholesalers who have splendid propositions to offer.

I know of one retail hardwareman in an Ontario city, who, despite the fact that the sporting goods trade was supposed to have been almost entirely in the hands of two exclusive sporting goods dealers, put in a stock of sporting goods last year and so far has done a surprisingly large amount of business. The merchant is located in one of the few cities where the trade had been handled almost entirely by exclusive sporting goods stores, and yet this hardwareman has worked up such a volume of sporting goods trade that other hardwaremen in the same city are seriously considering putting in stocks of sporting goods lines which they have not carried in the past.

The window display accompanying this article was arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Winnipeg, and as a window display attracted a great deal of attention. The background of the display is particularly attractive, and should furnish several good ideas for window trimmers who wish to run a sporting goods display.

(Continued on page 52.)



Recent advertisement by MacNab Bros., Orillia, Ont.

Hardware Merchant Gets Auto Trade

Merchant Sells Auto Accessories But Does Not Conduct a Garage—Sells Cars to Farmers—Mail Order Houses Circularize the Auto Owners—Combating Mail Order Houses.

THE hardware merchant who owns a car has a better opportunity of securing a good knowledge of auto accessories than the man who does not own a car. It does not necessarily follow, however, that a man must own a car in order to become a successful seller of accessories, for there are many hardwaremen who do a large business with auto owners and do not own cars of their own.

P. Phoenix, of Phoenix & Girard, Granby, Que., whose stock of auto accessories excels that of any garage in town, has been in the auto and auto accessory business for ten years. Mr. Phoenix owned a car ten years ago—a steam car. At that time there were only three autos in town. Mr. Phoenix now runs a later model.

While he has never opened a garage, nor gone into repair work, the ten years' experience handling three different makes of cars has not been lost. The repair end of the business he leaves to the garages. Mr. Phoenix is satisfied with the auto accessory business, of which, it is said, the bulk comes to his store.

Mr. Phoenix's stock of auto hardware amounts to about $500 altogether. About half of this is in tires, of which he carries a good number in stock, sizes 30 to 37. In case of an odd tire being ordered, he telephones to Montreal and has it sent on by express. It reaches Granby within twenty-four hours.

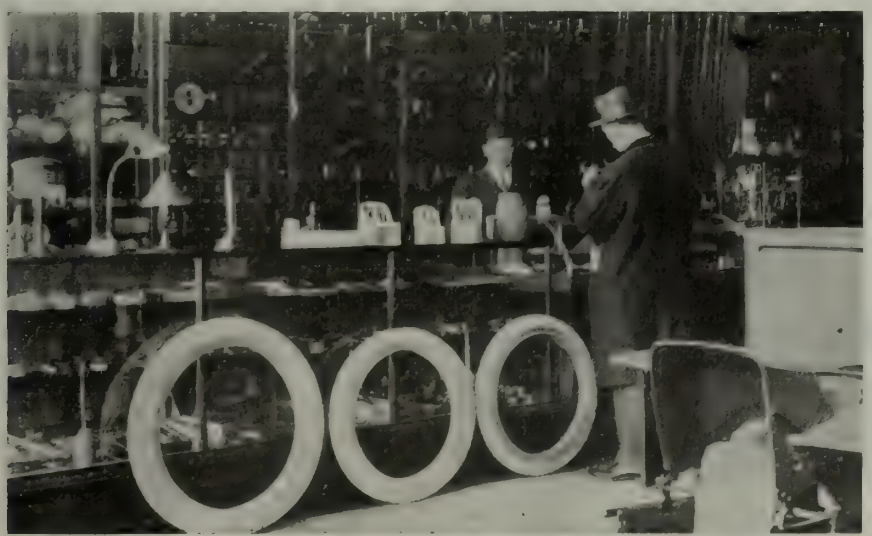
Granby is situated on one of the main roads leading to the United States border, along which the traffic during the summer is exceedingly heavy. This is a good source of business. There are a large number of cars in town, but some of his best business comes from the farmers. Around Granby there are quite a number of small towns, like Roxton Pond, each with five or six cars. These are in town every few days, and need gasoline and other supplies. A good salesman can sell them accessories. Each year sees the number of cars owned by farmers increasing by leaps and bounds, so that the automobile accessory business is only in its infancy. Mr. Phoenix says 1914 was his banner year, the demand having picked up wonderfully.

Asked whom he found the best prospect for this line, Mr. Phoenix replied that he found the man in town easiest to interest in accessories. The farmer was a harder proposition, as he usually considered it was bad enough having to pay for the car without spending money on accessories. Instead of going in for a self-starter, he preferred to crank the car. Also he was rather averse to being too fancy, whereas the man in town had to be right up to the minute.

Mail Order Competition.

One of the troubles experienced by the country dealer is from mail order firms, who circularize the whole country, sending price lists to every person owning a car. When a farmer comes into the Phoenix store with one of these price lists, and asks why the price of his tires is higher than those in the city, he replies: "Yes, I can give you tires at the same price, but they are seconds." One farmer was a little skeptical, and insisted on having cheaper tires. Mr. Phoenix, therefore, sent to the mail order house for two. The farmer ran them for three weeks and had a blowout. Then he knew that what the hardware merchant had told him was true. In the end this kind of thing helps the local dealer.

Mr. Phoenix has been in the hardware business in Granby for eighteen years, and is well known throughout that part of the country. Recently he erected a three-storey building, reserving the ground floor for hardware, and the second floor for furniture. The latter is a very important department. He finds 1915 the best year yet in this line, more people, strange to say, having the cash to pay for the goods they buy.



P. Phoenix, of Phoenix & Girard, Granby, Que., interesting a customer in a pair of goggles.

TENDERS FOR EQUIPMENT FOR AUSTRALIAN RAILWAYS.

Tender forms, specifications and drawings have been forwarded by D. H. Ross, Trade Commissioner at Melbourne, for equipment required by the Victorian railways. The tender forms may be inspected by interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer File No. 1435). Particulars of the requirements, together with the date on which the tenders close at Melbourne, are briefly outlined thus:

Victorian State Railways, Melbourne.

No. 28,759. July 14.—100 tons white lead in oil.

No. 28,811. July 14.—60,000 flame arc carbons.

No. 28,817. July 14.—11,880 feet aluminum feeder cable.

No. 28,817. July 14.—Sundry aluminum fittings.

No. 28,822. July 14.—125 tons steel channel bars (as per drawing).

The show case of to-day is a piece of furniture, not a few mouldings around some window glass, and while it is customary to write the value off at the rate of 10% a year, the modern show case is worth almost as much as far as service goes after five years as when first purchased.

Sold Twenty-Two Cars to Farmers

Merchant at Farnham, Quebec, Sold Twenty-Two Cars to Farmers Last Year—So Far This Year he has Sold Fourteen Cars—Big Business Developed in Five Years.

SOME years ago, an American tourist who had spent a very pleasant vacation in Canada, was returning by car, and in an hour or so expected to be back under the folds of Old Glory. He was travelling at a gay old clip, and as he lacked a certain accessory, it was impossible to say really how fast he was going. At any rate he would soon reach the United States border. He had already left the spires of Farnham, P.Q., in a cloud of dust.

It was just at this point—the point where one literally bubbles over with joy at the thought of how fine things are going that something happened, which compelled Mr. Tourist to spend another night in the Land of the Maple Leaf.

At that turn in the road, half a dozen miles from Farnham, the car stopped—simply bucked like a broncho, and planked itself right across the middle of the road.

Back to Farnham.

Mr. Tourist took off the hood. The engine was there all right. It was, not one of those cars which run on reputation alone. There was plenty of gas. He would try her again. No, she had decided to stay out for the night. "Not if I can help it," said the tourist; and he set about assiduously to find out what was wrong. He did find out. Had he been in Montreal it would have taken just ten minutes and a dollar bill to get him started. There was nothing for it but to return to Farnham.

A passing farmer was bribed to haul the car over the six miles of road. And now the job was to get this thing fixed. The local machinist was pressed into service. Automobiles were not in his line, but he did his best. In the meantime, the American, dead-tired, retired for the night at Hotel Farnham. The following morning he was able to start again, but instead of costing him a dollar, this little episode cost ten, and delayed him just half a day.

Good often comes out of evil, and L. E. Choquette, proprietor of Farnham's general store, had his eyes opened to the fact that if this kind of thing was going to happen often, there would be a demand for automobile accessories. Without knowing the difference between a Ford and an aeroplane, he opened a new department in his store.

Sold 22 Ford Cars.

To-day his window displays of automobile accessories are equal to anything in Canada. He has built a garage, and is headquarters for automobiles in this part of the country. Last year he disposed of twenty-two Ford cars to farmers in the surrounding country, and this year, despite the war; has already secured orders for fourteen. So important has this end of his business become, that Mr. Choquette is seriously considering disposing of his general store, and devoting the whole of his time to automobiles, accessories, and hardware.

This plunge into a new line in 1910 required considerable nerve, for at that time there was not a single car in the town of Farnham. The only possible source of business was from tourists passing to and from the United States border, and from the farmers, who were at this time beginning to find cars a necessary form of locomotion. Mr. Choquette had been in the general store business for twenty-two years, but not long enough to make him blind to the possibilities of a new line like this. Firstly, a small stock of accessories was put in with the hardware stock, including pumps, tires, spark plugs, and gasolene. It so happened at this time that the number of horses they had on hand was too large, and it was decided to trade one or two for a second-hand car. Thus, Mr. Choquette became the first automobilist in Farnham, and this synchronized with the opening of his new department. As he grew expert in handling his car, his knowledge of accessories increased.

Hired a Machinist.

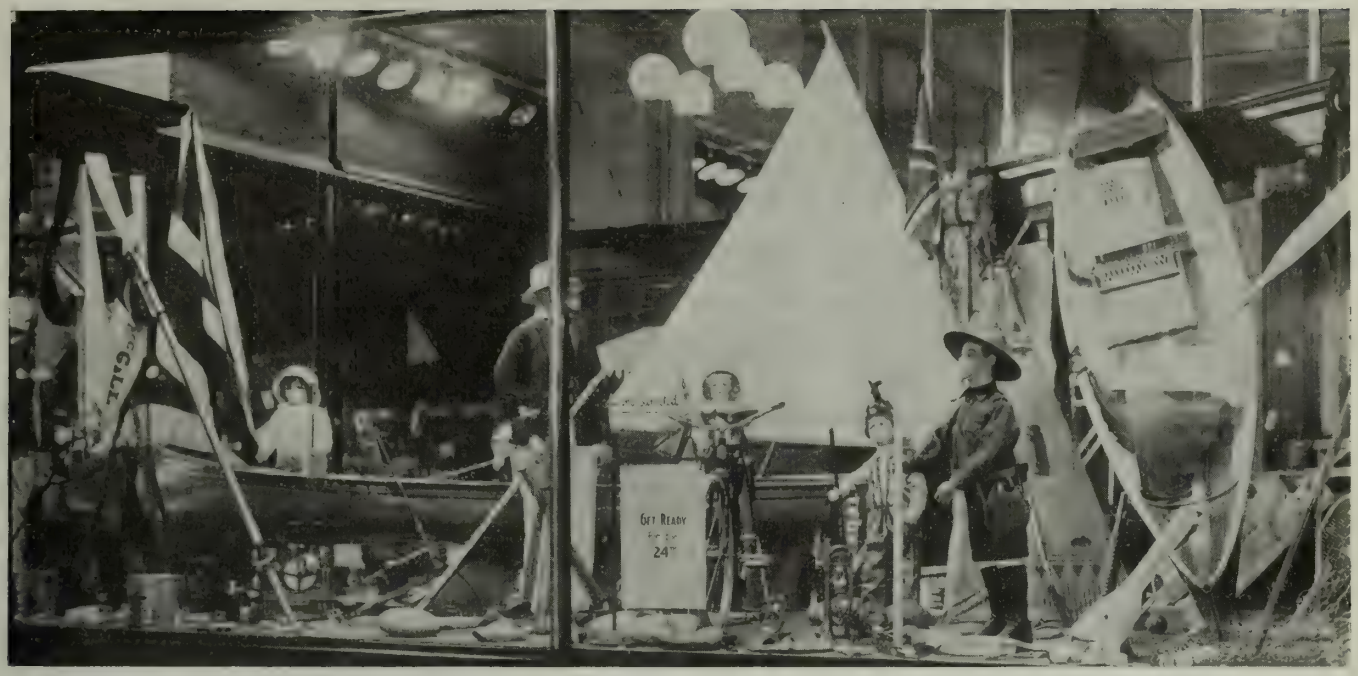
Naturally he met with considerable difficulty at first. How could a general storekeeper be expected to know everything about a car right off the bat? Mr. Choquette made a wise move—he employed a machinist, and started out to erect a gargage adjacent to his store. He secured a good man, and in a short time was able to cope with any situation. Having hung out their automobile shingle, business began to come to the door. There is one thing about Mr. Choquette's store—you know that he handles tires, gasolene and cars, simply by turning half an eye at the building, and a glance inside the window reveals a stock of accessories. Frequently, as in the case of the American tourist cited above, break-downs occurred within a few miles of town, and Farnham now had a man who was equipped to go out and tow these disabled cars back to town, and fix anything from a broken axle to a blow-out.

The stock of tires carried is comparatively small, as the store is within easy reach of Montreal. A telephone message will express a tire into Farnham in a few hours. A dozen tires are stocked, and twice as many inner tubes. Mr. Choquette carries a large stock of other accessories. It is stock that moves quickly in summer. Tires, which are the best sellers, bring a profit of about 15 per cent., while other accessories net in the neighborhood of 33 1-3 per cent. Among new lines recently introduced are self-starters. These do not find favor so much with the farmers as with the townspeople.

(Continued on page 46.)



View in the auto accessary department in the hardware and general store of L. E. Choquette, Farnham, Que.



The above window display by Goodwins Ltd., Montreal, appeared prior to May 24th and seasonable goods suitable for May sports were shown. Among the goods shown are baseball and tennis supplies, lawn bowls, fishing tackle, canoes and row-boats, bicycles, rifles, croquet sets, bicycle lamps, motors, boy scout's equipment, hammocks, etc.

Playing Up a New Department

New Department—Sporting Goods—in Goodwins, Limited., Expanding Rapidly — Some of the Lines Carried — How Goods are Displayed and Sold.

By M. E. MYERS.

I NOTICED an advertisement by Goodwins, Ltd., in a Montreal daily paper one day last week inviting all and sundry to call and see their stock of canoes and skiffs before buying elsewhere. It caught our eye for the very reason that canoes and skiffs seemed out of place in a store which early in the morning is so crowded with women looking for bargains.

On paying a visit to the store, I found a perfect pyramid of canoes in the basement. They had them all on display so that coming down the elevator, they made an immediate striking impression. You could not doubt they carried craft then.

One of the first things I observed on nearing the department was that Goodwins were taking advantage of the national advertising of detachable motors for row boats. There was one already attached so that a man spending his week-ends at Chateauguay, or St. Anne's or Woodlands, or anywhere on the river, might have the microbe inserted right there and then. After tugging at four oars on a flat-bottom boat all my life, the microbe found an easy victim in me.

Since Goodwins opened their first sporting goods department early this year, they claim to have sold more canoes and skiffs than all other dealers in town put together. Another year will see gasolene launches added to their list, and by that time the sporting goods department will have extended over a much larger area. It is the baby department of the store, but it has growing pains at three months old.

Baby department is good, because the sporting goods section is an out-growth of toys and baby carriages, having one manager. They are separated by a short stairway. The buyer is Tom Ireland, formerly of the Shamrocks.

That reminds me that I saw a well-known lacrosse player examining the stock, and when a store gets the leading exponents of sport nosing into show cases, business is not far distant. Another observation I made—that unlike some departments in some department stores, childish girls are not entrusted with the selling. The clerks wear boating costume right through the summer season, making the most confirmed landlubber long to have a paddle in his hands.

Each clerk is interested in some branch of sport. One is a motor boat enthusiast, another is an Isaac Walton, a third is a Scotch soccer player, and another knows the ins and outs of lawn tennis.

Saturday Attractions.

Already Goodwins are supplying several baseball teams with uniforms, and by the way they are going after business, there will be teams of other kinds coming their way this summer. In the early spring and the late fall, a series of Saturday demonstrations have been arranged to draw crowds of sport enthusiasts. They have had a man punching a bag, a fancy roller skater, and there is a bulletin for baseball scores, which is filled in as fast as the news arrives at the Montreal newspaper offices. A large section of the department, which in summer is used for lawn equipment, such as hammocks, gliding settees, swings, etc., is converted into a gymnasium in the winter.

When the summer season is fairly well advanced, Goodwins will clean out their stock of canoes and boats by going direct to the boating clubs. If they can clear out three or six canoes at one time, they will be quite willing to make a price reduction to avoid carrying stock over.

(Continued on page 40.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 5, 1915 No. 23

LET US all get behind the "Big Broom" and push for bigger sales during June.

* * *

THE RETAIL hardwareman is the logical distributor of sporting goods and motor supplies.

* * *

JUNE WEDDING presents are now in demand. Hardwaremen in many places are securing a good share of the wedding present trade.

* * *

THERE IS ONLY one way to sell household furnishings and that is to display the goods where they can be seen and examined by customers.

* * *

THE FARMERS have money and judging by reports from some of the rural districts they are spending it too. Are you getting your share of the farmer's trade?

* * *

MANY RETAIL merchants fail and are unsuccessful because they over-buy or lack the skill properly to adjust purchases to the selling power of their business or their available capital.

* * *

THERE ARE approximately, 80,000 automobiles in use in Canada. Every car owner is a buyer of auto supplies and hardware. What are you doing to secure the patronage of the autoist?

* * *

IT IS GOOD business for the merchant to always keep the decks clear as far as paying accounts due is concerned. If he includes this among his policies he is going to make himself a better merchant. Every good merchant insists on paying his bills when they fall due, and because of his policy in this respect he insists on getting his own money promptly. This keeps the business on a good, sound basis always, improves his credit standing, and gives him a reputation for straight business dealings among all his associates.

Why Exempt

CAN anyone suggest a reason why the parcel post is exempt from the special war taxes which have been in effect for some time past? A number of retail merchants have complained bitterly about the action of the authorities in exempting "parcel post." It is well known that the large mail order houses are the ones who benefit chiefly from the parcel post system. It is also well known that the mail order houses in Canada wield a mighty influence when problems affecting the distribution of merchandise come up for discussion.

The mail order houses are doing business in every part of Canada, their long arms extend in every direction and each year they secure, over the heads of local merchants, many millions of dollars worth of business. The small town merchant and the village merchant are the chief sufferers from the inroads of mail order competition. The small town merchant and the village merchant help to support the local institutions, they pay taxes, support schools, churches, and help the community generally. The mail order house in the distant city contributes nothing to the support of the local community—does not help to pay taxes, support schools, churches, or find employment for the residents of the town or village. And, yet, the mail order houses are allowed to flood the various communities with catalogues sent through parcels post at a rate that is exceedingly low. The mail order houses also have the benefits of the parcel post in sending goods to all parts of Canada at very low rates. If the "parcel post" is a paying or even self-sustaining proposition, then there is room for argument, but if the parcel post in Canada is a losing proposition, which the people have to support—why should it be exempt from a war tax when it benefits to the greatest extent only a few of the modern octopuses? Can it be that the mail order houses have sufficient power to prevent a tax being imposed on parcels sent through the parcel post? If a special tax had been placed on the "parcel post" the mail order houses would undoubtedly have been the chief contributors. The Postal Department may be able to throw some light on the question. A great many retail merchants would like to know just why parcel post is exempt.

Early Closing

IN our next issue we will publish for the benefit of our good friends, the commercial travelers, a list of towns and cities where weekly half-holidays and early closing are being observed.

Early closing is gaining ground. This fact is convincingly established by the hours under which the largest departmental stores in Canada and many smaller concerns are now operating.

It is gratifying to note that the mercantile body is

becoming convinced that it pays to remain open within reasonable bounds only. The trend noted, however, goes deeper than a mere desire to fix shorter hours. It shows a desire to establish a closer bond between employer and employee, to make the relationship closer for mutual benefit. Shorter hours are not being established from a purely philanthropic standpoint, but as a straight matter of good business. It pays the employer because he gets better service from his sales force during the hours that they are engaged. Long hours do not tend toward a high standard of efficiency in the staff.

Summer Vacations

THOUGHTS are usually turned to the question of summer holidays when the hot weather is ushered in. Now is the time for the merchant, and particularly the one with a large staff, to arrange for the allotment of vacations. Certain members of the staff cannot get away together, and the proprietor himself must be on hand when certain other members are absent. This makes a problem which requires no little attention and should be given consideration early in the hot season.

There are too, a great many merchants who have got the impression that the store cannot get along without them. This, nine times out of ten, is usually erroneous. A vacation once in a while is a tonic which every man should have.

The Markets

HARDWARE markets these days are subject to sudden changes. Many price advances have been predicted by Hardware and Metal during the past few months and in almost every instance the changes have occurred. Many retail hardwaremen have, during the past few months, sent in rush orders as a result of predicted higher prices—and these merchants are now reaping extra profits as a result of keeping a close watch on the market reports. This week the predicted higher prices on galvanized sheets and galvanized wares have gone into effect. Lead, which has remained almost unchanged since the outbreak of the war, has taken a big jump in price this week. As a result of the advance in pig lead, dry white lead has advanced 75 cents per 100 lbs. White lead in oil will probably advance 75 cents per 100 lbs. within the next few days. Sheet lead and lead pipe have advanced this week. Spelter is still soaring and is very scarce. The scarcity and high prices have created serious situations for some manufacturers, and also caused advances in the price of galvanized wares, sheets, etc.

Lead coated sheets are making their appearance on the market. The product is a new and untried one, but it probably will not require a great length of time for possible users to determine the adaptability to their requirements.

Creative Salesmanship.

SOME retail merchants have an idea that they are up against a stone wall, that is, as far as increasing their business to any great extent is concerned. They believe that they are getting pretty near all the business that is available in the community, and they long for a wider field, where they can cultivate more trade—when as a matter of fact they are neglecting opportunities at home. There are many merchants who realize that in order to make money—more than a bare living—they must increase their volume of business but they feel that it is a difficult problem; especially in these days when competition is keen and competitors are wide awake.

But there is a powerful weapon lying near at hand; right under their nose, if they could only see it. It is not a panacea for all the ills of the hardware merchant's business. Nor an "open sesame" to fortune's gilded doors. But it is mighty near to being both, and it is called "Creative Salesmanship."

With it you can deal sledge-hammer blows to non-success and convert a sickly, anaemic, run-down trade into a healthy, robust, money-making business—and a scarcely-make-profits-meet-expenses sort of business into one that will show a nice fat surplus at the end of the year. To illustrate this an experiment by one retailer will prove interesting. In one day he succeeded in selling, in addition to the regular trade, nine lamp burners of a new style, simply by calling the attention of customers to their superior illuminating qualities and giving a little demonstration with a couple of lamps equipped with the different burners. That was creative salesmanship. None of these customers had the slightest intention of purchasing a lamp burner when they entered the store, yet through the simple power of suggestion coupled with a tactful little display, they had purchased an article which would advertise the store and pay the owner thereof a particular profit.

Right in this lies the psychology of creative salesmanship; the raising of the gross profit without any increase in the expense ratio.

Did it never occur to you that there are many lines of goods upon your shelves (and perhaps many more that you do not carry) that would pay you a splendid profit if you could only sell them? Well, you can if you only think so. Call up your latent powers of salesmanship and go after these lines good and hard. And in addition to the above take a look through this paper and see how many lines of goods are advertised—lines which you may not stock at present but which you could handle to advantage and with considerable profit.

Workmen Earn $20,000,000 Extra.

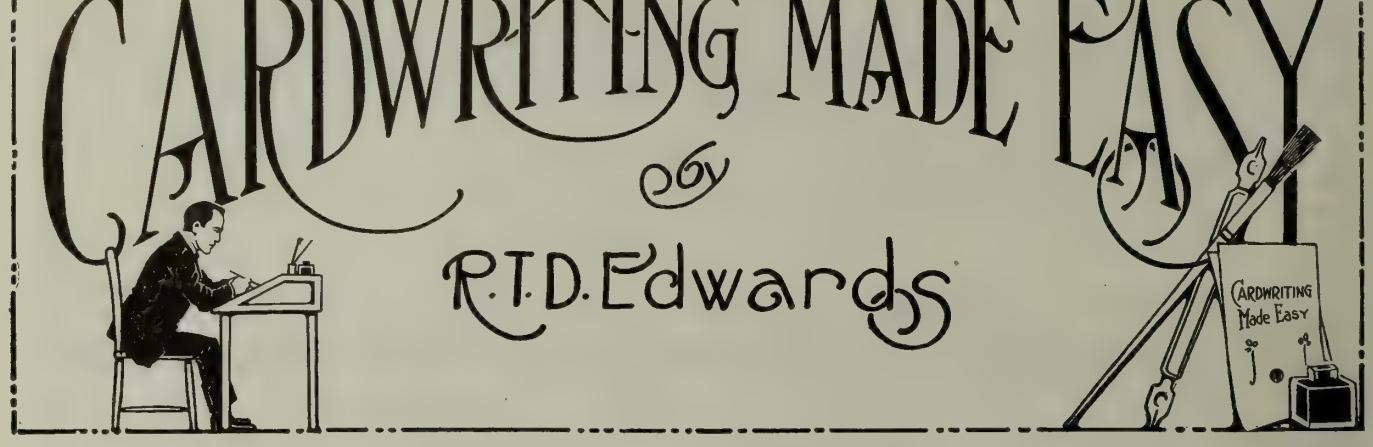
COL. BERTRAM, Chairman of the Shell Committee, states that the Munition Industry in Canada continues to expand in a most remarkable manner. The number of firms across Canada with orders for shells or component parts is estimated at 300, and the value of the business has been raised to $170,000,000. There are approximately 30,000 workmen being employed. Already 500,000 shells have been shipped and by the middle of June, it is expected that the total output will be raised to 50,000 per day. To the figures mentioned about $30,000,000 could be added as representing the Russian business being handled in this country.

These figures throw considerable light upon one advantage that has come to this country from the war in Europe. Would these men be working if there had been no hostilities? Thirty thousand workmen at say $2 a day, means $60,000 or $360,000 a week. In a year, if the war lasts that long, this many workmen will earn practically $20,000,000, a great portion of which must find its way through retail channels. This is going to be a mighty good thing for the merchants of Canada.

CARDWRITING MADE EASY

by

R. T. D. Edwards



LESSON NO. 6.

AS was stated in previous lessons but will bear repeating, a good layout on a show card is more than half that goes to make the card a success. You may have your letter formation perfect in every detail, but if you have failed to space them properly on the card, then your work goes for little. I have seen many cards that were quickly made but better from a selling point of view than others that took the writer hours, simply because the person who made the "quick" cards knew that to be a successful card writer one must work for "effect," rather than what may be called strict "accuracy."

The prospective customer does not stop and admire a card because it is correct from a drawing point of view. The card is there, first to attract the eye, and secondly to tell the observer about the goods it advertises, and to tell them at first glance.

Remember the show card often decides whether a customer comes into the store or passes by. If the card is difficult to read people are not going to wait to figure out what is on it. They will pass by with the impression that that store is not up-to-date. That means lost business.

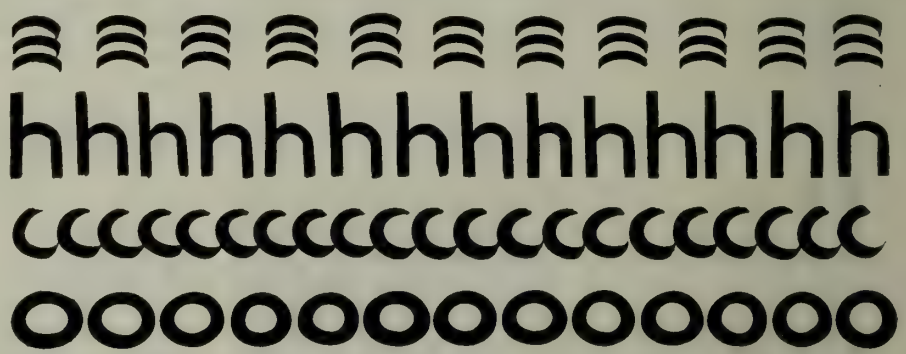
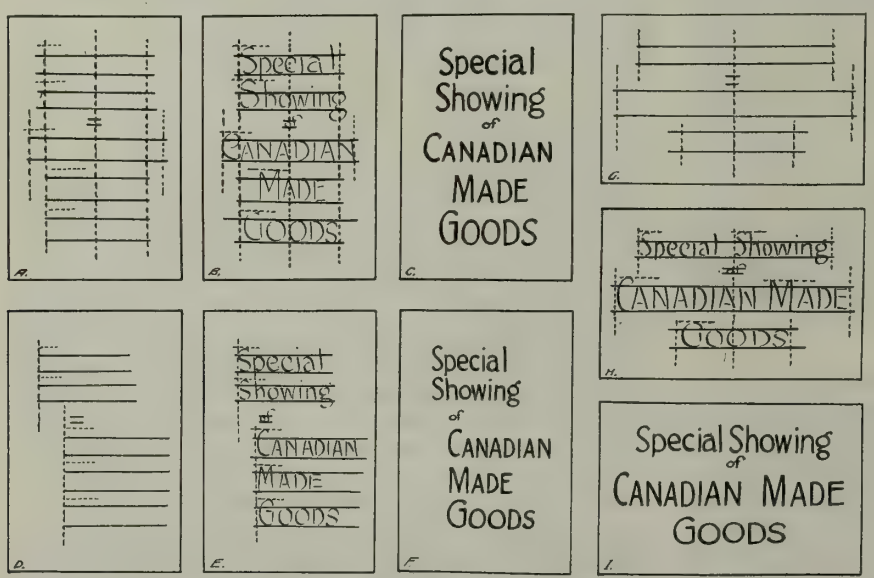


Fig. 1.

Good Looking and Easily Read.

But, on the other hand, let them be attracted by a nicely worded, well spaced, and well lettered card which can be read at first glance, and they are bound to look at the goods if they are in the least interested, because the show card has told them something that has created a desire for further information.

So, with the purpose of assisting the beginner I have prepared two plates, one of correct spacing and the other of inaccurate spacing. A careful study of these will do you a world of good before you fall into the rut of spacing "any old way."



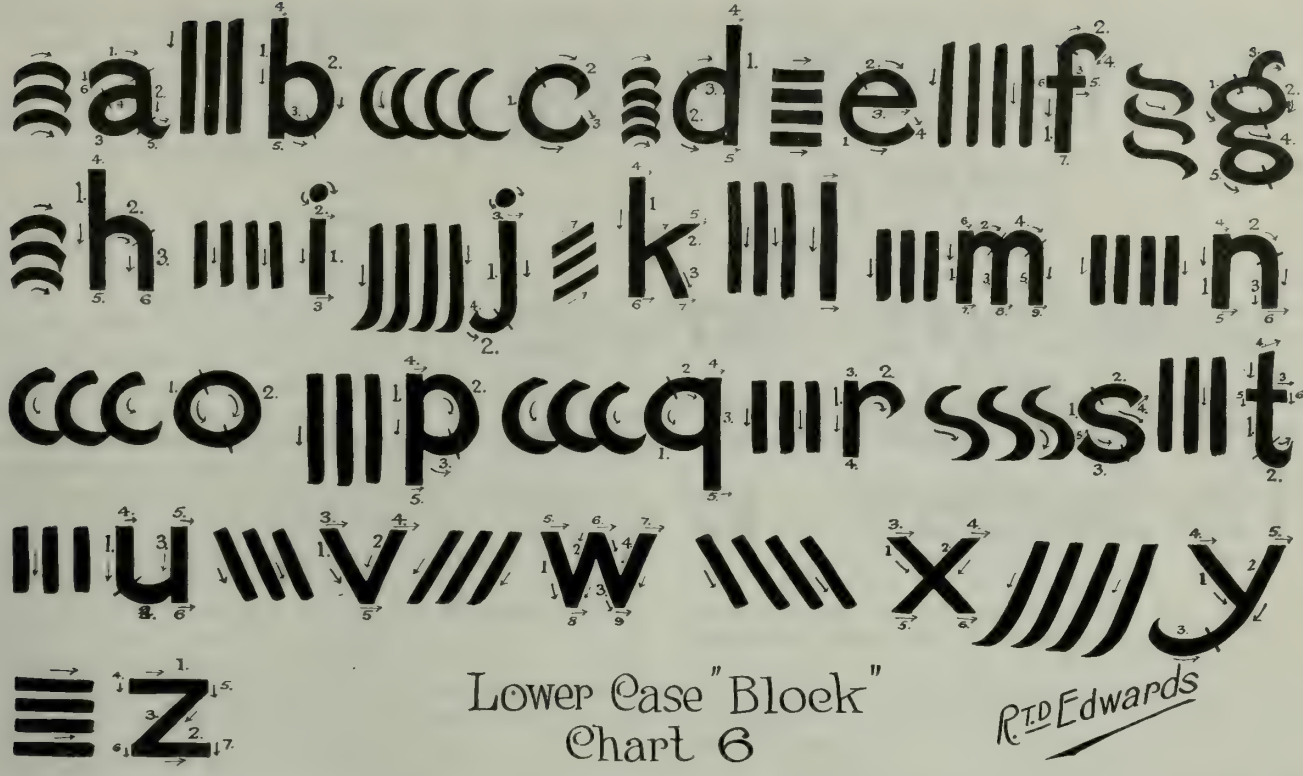
Correct Method for Spacing

FIG. 2.

Three Styles of Layout.

Stick to straight line spacing for a long time yet. It is the easiest to make and much the easiest to read. In figure 2 I have shown three distinct styles of layouts. The first shows an upright card spaced from the centre. "A" shows how the card should appear after all necessary guide lines are drawn. "B" shows the next step. Here the letters are roughly spaced out so as to serve as a guide for the brush work. "C" shows the finished work with all pencil marks removed.

The next card shows a different style of layout. The lettering is started from straight lines down the left side of the card. This is the easier and quicker of the two layouts and is most popular in card shops.



Lower Case "Block" Chart 6

R. T. D. Edwards

The next style is balanced up from the centre the same as the first but is written on the card landscape style. This gives a chance to put more than one word on each line.

A study of Fig. 3, shows a few of the many errors in layouts which have come under my notice. I think the worst of all is the one with the lettering too large for the card. This seems to be the most glaring one among beginners. They get the idea that it is necessary to cover as much of the white space as possible and lose sight of the fact that it is the white card behind the black that makes the lettering stand out.

Chart 6.

This chart along with the last two charts, known as charts 4 and 5, complete the brush stroke block lettering. All the strokes in these letter formations are made with one stroke of the brush.

The "A" is composed of five main strokes. Make each stroke in the order as numbered and you will get along better than if you went at it haphazard. Practise well every stroke before attempting the full formation of the letter. "B" shows a letter made up of three main strokes; 4 and 5 are the finishing strokes of the ends of stroke one.

"C" is composed of two main strokes and one finishing stroke. The end of stroke two does not need a finishing stroke if the brush is lifted so as to make a straight edge.

"D" has three main strokes. Stroke 3 is illustrated and needs considerable practice. The "E" has a formation similar to that of the "C." Stroke 3 should be parallel with the quick lines but nearer the top than the bottom.

Stroke 1 of "F" should not be made as high as that of the "B" and "D." The curve of stroke 2 brings it up to the top guide line.

"G" is the all-curve letter. Almost every card writer has a different formation for this letter. This is the one mostly used. This letter should be practised many times. Pay special attention to stroke 4 as shown in the preceding exercise.

Note that the top of stroke 3 of the "H" does not come up to the guide line but meets stroke two, whose curved top just touches the line. The dots over the "I" and "J" are made with two strokes with the side of the brush.

Much practice is needed in order to get the right angles on stroke 2 and 3 of the letter "K."

Don't neglect to practice the "L," it will assist you in the formation of other letters.

The "M" and "N" are of similar formation.

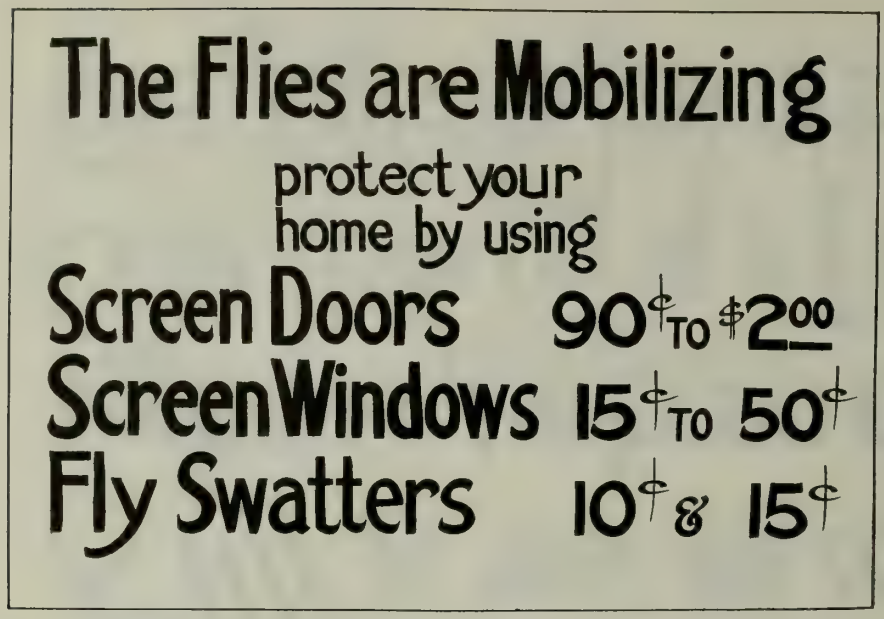
The curved lines require a lot of attention. The "O" is the only two-stroke letter in the alphabet. You cannot practise this too much. Note the strokes used in this letter are the same as those in "P" and "Q."

Stroke 2 of the "R" after a lot of



Examples of Poor Spacing

FIG. 3.



Suggestion for seasonable show card.

practise can be made without using a finishing stroke.

The exercise preceding the "S" is very beneficial in its formation.

Note that the stroke exercise preceding the "T" does not come to the lower guide line. This is to allow the curved tail to rest on the guide line.

The "U" is similar to that of the "N" only reversed.

Practise many times the slant lines of the "V" and "W." See that where the strokes join, the angles are all the same.

Cross strokes 1 and 2 of "X" are as near midway between the guide lines as possible.

The "Z" while it is constituted of straight lines is not always easy to make. Make the upper and lower lines first, then the diagonal.

Wherever possible you will note, I have marked, by small cross bars, where the strokes join. This does not mean that you must lift the brush abruptly at these points, but they are the best places to overlap them. Take much care to keep the joins from showing. Draw the brush in the way indicated by the arrows.

Use the same method for practice work as explained in previous lessons. Practise each letter and exercise as shown in Fig. 1.

The accompanying cards illustrate the use of brush stroke block lettering, taken up in this and the last two lessons.



Suggestion for seasonable show card for use with refrigerator display.

SHOW CASES AS AN INVESTMENT.

THE question of the advisability of spending money on store fixtures and show cases is too often only looked at in one way, that is from the expense side, instead of from the investment standpoint.

As a matter of fact modern up-to-date fixtures and show cases should be looked at from the point of view of an investment only.

There are two ways of buying show cases and fixtures, one to buy as cheaply as possible in which cases the expenditure, no matter how small, is always and only an expense; to invest a specified amount in modern high-class fixtures exactly as you would purchase any other plant, or tools and see to it that a return is derived from the investment.

The old idea of a packing case covered with turkey red as a counter, rough boards nailed against the wall as shelving is exploded and now only indicates out of date business methods. The modern idea of store fixtures is the maximum of display and storage in a design that harmonizes with the class of goods sold or the building they are in, combined with the best possible workmanship to lessen depreciation.

This idea of an investment has been put into dollars and cents by some of the modern retailers and we give actual results of a department in a medium-sized Canadian department store.

Previous to the installation of show cases in this department, the stock was kept in boxes and displayed on overhanging fixtures and counter stands. After the installation of show cases in this department the increases in sales were as follows:

1st week, over average,	26%
2nd " " "	22%
3rd " " "	24½%
4th " " "	26%
5th to 8th week, over average	28%
9 to 10th week, over average,	32½%
11th (Christmas) over aver.	105%
12th to 52nd week, over aver.	42%

The show cases for the entire department were actually paid for in increased profits in four weeks, but figuring at the rate of charging only 10% of the value to each year they showed a profit of about 800% on each year's investment.

PLAYING UP A NEW DEPARTMENT

(Continued from page 35.)

By doing this at the beginning of July, the lower prices are a temptation.

Goodwin's are making a point of giving quick service in their sporting goods department. Business begins promptly at 8.30. That is not the hour for cleaning up; clerks are ready to serve then. This allows a man who wishes to buy some fishing tackle on his way to the office, time to get it comfortably before his office opens.

Adding Motor Accessories.

Already a start has been made with motor accessories. A show case is devoted to lamps, horns, and several other lines. Other accessories will be added as time goes on. Motor boats will make their appearance next year, and guns, ammunition, and other hunters' requisites.

Business is being attracted via the display windows, an example of which is shown in this issue. It will be observed that almost every line of sporting goods in demand for May 24, is represented. This window was followed up by others devoted to separate lines, such as bicycles, fishing tackle, golfing supplies, etc.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Substitutes for Galvanized Sheets—Courtesy to Salesmen.

Substitutes for Galvanized Sheets

From the American Metal Market.

WHILE so many people are talking of substitutes for galvanized sheets, no one can make any estimate of the extent to which substitution will be practised. Of course in the case of roofing, where large tonnages are consumed and the cost of application is small compared with the cost of the material, there will be a strong tendency to substitute, but there are many lines of consumption in which the cost of the sheets, even were it double what it was six months ago, would represent a small part of the cost of the finished article. Refrigerators may be mentioned as an instance. The ordinary household refrigerator, though it sells for much less when lined with galvanized sheets than when lined with enameled material, sells at prices that would represent dollars and dollars per pound of the galvanized sheets contained.

The trade has paid relatively high prices for galvanized sheets in the past. In the old days when the discount system prevailed, prior to 1904, the list was 17 cents on 28 gauge, and additional discounts beyond 80% off were frequently given, but for years 80% off was a sort of basing point, equivalent to 3.40c, and the market was frequently above 80% off. At the beginning of 1901, just before the Steel Corporation was formed, the market was about 75% off, with some concessions, or somewhat below 4.25c. When Theodore Schaffer, president of the Amalgamated Association, brought his famous strike against the Steel Corporation, in the summer of 1901, priced advanced sharply. The American Sheet Steel Company had obligations beyond the limited tonnage it could turn out, and the independent mills early sold out on contract, whereby for weeks there was no market for anything like prompt shipment except the market from jobbers' stocks. That market was regularly quoted at 65% off, equal to 5.95c. The mills were unable to sell at any such prices as they could not make the deliveries. In some instances, however, we know mills did make sales at as high as 70% off, equal to 5.10c. We have spoken lately to sheet manufacturers who now recall making such sales. There is no doubt that during August and September, 1901, consumers did buy considerable tonnages of galvanized sheets at between five and six cents a pound. No doubt the consumption was materially curtailed, but it was not stopped by any means. There was no recourse to black sheets or painted sheets in that case, for black sheets were as scarce as galvanized; indeed, proportionately scarcer for the galvanized sheet market did not advance as much in percentage as the black sheet market, the spread between black and galvanized only increasing slightly. Spelter averaged less than four cents a pound in 1901.

• • •

Courtesy to Salesmen

From Merchants Trade Journal.

A BIG merchant, one who has been in business for over forty years, sat in our office for an hour one day not long ago and told some most interesting and fascinating stories about his success; and one of the most interesting things that he told was of the way he treats travelling salesmen.

This man remarked that during all these years he has never turned a salesman down coldly, though he has been called upon by hundreds of salesmen from whom he has not bought goods. He makes it a point to treat every salesman, who calls upon him, courteously. He almost invariably invites the salesman into his private office and spends a few minutes with him whether he buys goods or not. He endeavors to gain the friendship and the good will of every travelling salesman that comes to him. He aims to send the salesman out of the store a friend.

Incidentally, it seems to pay too, as you may go where you will throughout the great central West, and you will hear this merchant's name spoken by travelling salesmen, and you will also find that these salesmen are that merchant's friends. Many of them have never sold him a dollar's worth of goods, though they have called upon him many times; yet they are not his enemies. This merchant's theory is that good-will is one of the valuable assets in a retail business, and he always tries to gain the good-will of every person with whom he comes in touch, whether that person comes to his store as a customer or as a salesman. He appreciates the good-will of the customers of his store, for he knows the customer who is pleased will go out and advertise his business favorably, and he also appreciates the good-will and the friendship of the travelling salesman who comes to him, because he knows that that salesman will advertise his business favorably in a broader way.

Many a merchant, who does not seem to appreciate this point, wonders, sometimes, why he does not receive more courteous treatment from wholesalers, jobbers and manufacturers, when, if he could see behind the scenes, he would discover that some travelling salesman, whom he had snubbed and turned down coldly, had given an adverse report on his business.

Courtesy does not cost anything, but it is really one of the most valuable things that the retail merchant of this day can possess.

• • •

Sales of Bankrupt Stocks

From Dry Goods Review.

SHOULD signs announcing bankrupt sales be allowed? This is a question which the retail merchants of Saskatchewan are discussing to-day and which they have carried to the Government of that province. They want a law passed prohibiting such signs and have asked for legislation covering their request.

While this may appear to be a radical move, yet there is undoubtedly some reason for it. A bankrupt sale is the legacy a business failure leaves behind. It means that a stock of goods—in most cases—being sacrified in price and this injures the trade of the legitimate retailer who has paid a hundred cents on the dollar for his goods and who is struggling against competition to get his money and a living out of the business. The first thing he knows someone comes along with a bankrupt stock and loads many of his customers up with goods they do not want or which will require a long time to consume. Cash has to be paid for such goods. This means that the legitimate dealer loses trade through no fault of his own and he has to wait longer for much of his money.

Practical Course for Sheet Metal Workers

Article No. 33 of Series

By CHARLES SEIVERS

IN Fig. 1 we show a sketch of what is known as a register box or a round to square. Such fittings are very common to the furnace-maker. The same method is necessary when an ordinary square to round taper piece is required for an extension to a chimney except that the square portion is made to fit the chimney. No matter what length the piece is required, from the round to square, the same method is adopted.

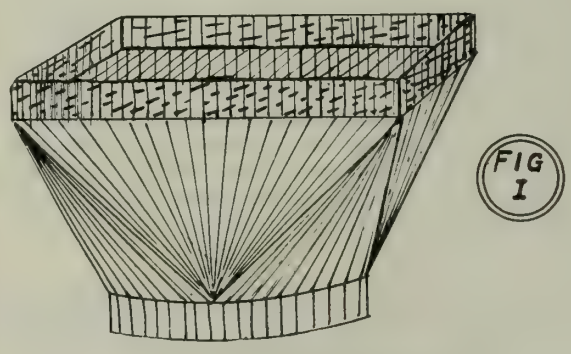
We will now turn to Fig. 2. The outer lines are the actual elevation of the article required. E F G H is the portion which is to be square to round. A B C D are simply the collars. Having determined the sizes, make the plan as aforementioned which is really a series of angles. Now erect a vertical dotted line I J and draw dotted lines from E J and F J; then extend dotted lines, or transfer the same measurements as shown in Fig. 3.

Taking M as centre, place compass at J in Fig. 2, and open up to G, this being the diameter of the round portion. Then make circle as shown, or half this pattern will do, but by drawing the whole as shown, one can see both views in Figures 2 and 3. Next divide the arc as shown, after erecting the various angles, and be sure to have the portions very accurate, as shown in P 1, 2, 3, 4, 5, 6, 7, 8. These lines represent the various angles required as well as the height from I J and G E. We will now turn to Fig. 4.

Draw a horizontal line R S; then place the point of compass at P, Fig. 3, and open up to 8. Transfer this to R and form R 8; then repeat with P 7, again transferring this measurement to R 7, and so on until all have been transferred. Then from R erect a vertical line equal in height to J I in Fig. 3. Next draw a series of angles as shown T 3, T 4, T 2, T 5, T 1, T 6, T 7, T 8, Fig. 4. These represent the actual length of the lines in Fig. 3, P 1, 2, 3, 4, 5, 6, 7, 8, which is really only the quarter pattern.

We will now turn to Fig. 5. Using E as centre and with radii equal to the various lines shown in Fig. 4, from T 1 to 8 transfer them to Fig. 5 in small arcs. Next open the compass and mark off these arcs with the spaces on quarter circle, P 1, 2, 3, etc., to 8 in Fig. 3. This completes the stretch-out. Next using L in Fig. 5 as centre and E G in Fig. 2 as

(Continued on page 52.)



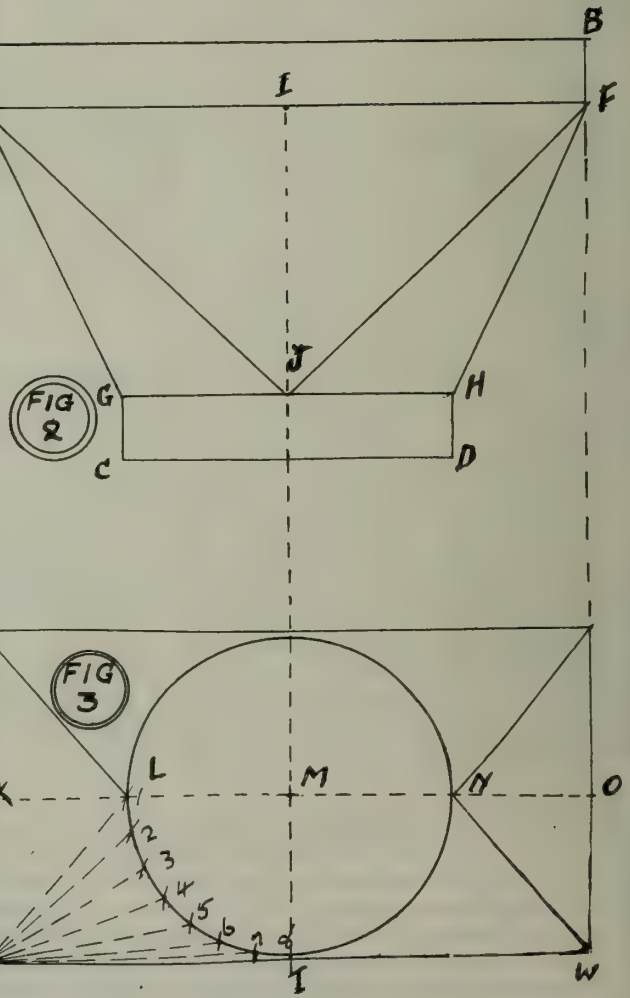
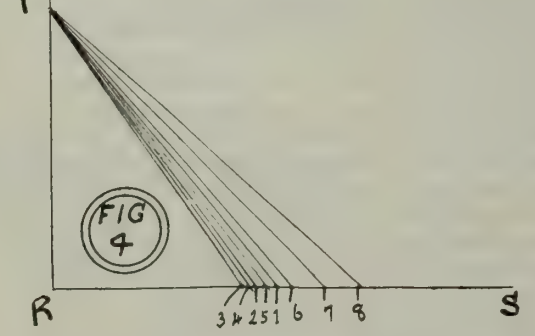


PLATE 33.



New Hardware Goods

Offered Canadian Hardwaremen

ACORN STORM PROOF LANTERN.

The Acorn Brass Mfg. Co., No. 426 So. Clinton street, Chicago, Ill., are introducing to the trade their Storm Proof Gasoline Lantern, which they claim is "wind, bug and dust proof as well; is made to stand hard knocks and will burn continuously for fifteen hours with one filling." They recommend it especially to farmers, dairymen, watchmen, livery barns, garages, storekeepers, campers,



Acorn Storm-proof Lanterns.

hunters, summer resorts, in fact to anyone for outdoor or indoor lighting. The makers claim that, "it can be knocked over or rolled on the floor without danger and always develops the highest candle power light at lowest fuel consumption." The accompanying illustration gives a fair idea of its construction, weighs four and one-half pounds, filled; height, thirteen inches; capacity one quart; packed for shipping weighs five pounds. The manufacturers invite correspondence and will ship a sample on fifteen days' trial to responsible dealer.

MOTOR LUNCHEON SETS.

Landers, Frary & Clark, New Britain, Conn., are offering to the trade three new "Universal" motor luncheon sets; two of which are here illustrated. Fig. 1 shows the Universal Motor Combination Case. The makers claim that this is a handsome durable case, dovetailed corners, covered with heavy black grain dull finish enameled cloth. Holds two quart bottles and two lunch boxes and set of four drinking cups with detachable handles. The case has heavy sole leather corners, leather handle, green leatherol lining, nickel plated brass lock and bolts.

Fig. 2 shows the Universal Motor luncheon set. This is claimed to be a very fine combination set for the most critical trade. Completely equipped for two, four, or six persons. Each fitting is high grade in every particular—material, workmanship and design. Cases dovetailed on all sides and covered with fine black grained enameled duck. Linings of dark green leatherol. Best quality solid brass spring catch locks nickel plated. The set is equipped with Universal vacuum bottles, Universal vacuum butter jar, food boxes, plates, knives, forks, spoons, napkins, sugar or preserve jars, salt and pepper shakers, nested drinking cups, etc.

The firm has also produced a running board luncheon set. This set is also claimed to be very complete and compact.

These sets are most complete, very compact and extremely handsome. The trunk is exceptionally strong and well made of wood with dovetailed corners. The covering is a dull black grain heavy enamel duck. The method of construction makes the case perfectly dust proof and rain proof. All outside trimmings are nickel plated. Special type of flat key lock is used. There is a strap on each end with footmens' loops for fastening to running board or trunk rack and handles for carrying.

The No. 442 set is equipped with two No 82 quart size "Universal" vacuum bottles, one No. 800 "Universal" vacuum butter jar, two food boxes, four plates, four linen napkins, one silver plated table spoon, four silver plated tea

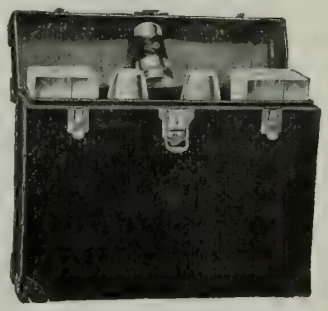


Fig. 1—Universal Combination Set.

spoons, four silver plated knives, four silver plated forks, two jars for sugar and preserves, one salt shaker, one pepper shaker and set of No. 364 drinking cups with detachable handles. This set is also supplied for six persons under No. 462. The company has issued a



Fig. 2—Universal Motor Luncheon Sets.

special catalogue describing the new lines and will mail copies on request.

Getting the women buyers' trade simply means studying local conditions. It is not always necessary to compete with the furniture dealer, but there are a number of items in the house furnishing line which really belong to the hardware dealer and which many are not selling at the present time.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

New Firms.

Carroll, Man.—A partnership has been registered between McInness & Abell, hardware and implements.

Business Changes.

Winnipeg, Man.—Estate of J. Berntal, hardware, has been sold to J. A. Chmelnitsky.

Toronto, Ont.—The hardware stock of G. A. Wells has been sold to Boyd & Leslie.

Obituary.

James B. Soper, proprietor of the Neyle Hardware Co., Ltd., St. John's, Nfld., was accidently drowned recently while on a fishing excursion at a suburban lake. The accident was caused by the capsizing of his boat, and his friends on shore could render no aid. Mr. Soper was exceedingly popular and his death is regretted.

Enlarging Factory.

The Stevens-Hepner Co., Pt. Elgin, Ont., manufacturers of brushes, brooms, etc., are adding to their present plant two floors each 100 x 51 square feet. When the firm started business in 1896, they occupied a floor space of 11,256 sq. feet. The growth of the firm's business has necessitated extensions from time to time until now 80,000 sq. feet of space is in use. The firm recently secured an order for 90.000 brushes from the War Office.

Will Return to Canada.

Toronto, Ont.—Lieut. J. Murray McKinlay, of the fourth battalion, who was wounded during the Battle of Langemarck, has been granted leave of absence to recuperate, and will return to Canada for a brief visit. Lieut. McKinlay's regiment is the 20th Halton Rifles, with headquarters at Georgetown, and he was employed as a traveler for the Toronto Plate Glass Company before leaving for the front.

Canadian Stoves in China.

As indicating the possibilities along certain lines of trade, the case of Canadian stoves may be instanced. A Canadian make of stove was introduced some years ago by a Canadian missionary, who imported the same for his own use. The excellence and cheapness of this stove so commended itself that it has been bought by many of the foreigners living in the district, and at present the majority of the missionaries' homes in Wuchang have Canadian heating stoves.—Weekly Report, Department of Trade and Commerce, Canada.

Address on Paint and Varnish Making.

About fifty Toronto retail hardware merchants and retail salesmen gathered at the Lowe Brothers, Ltd., paint and varnish plant, Sorauren avenue, Toronto, on Wednesday evening of this week to hear an address by F. J. Penberthy, manager of Lowe Brothers, Ltd., on the science of paint and varnish making. The address was illustrated by lantern views. Mr. Penberthy described in detail the various phases of paint making from the process of securing the raw material to the placing of the finished product in the cans ready for sale. The process of making dry paint colors was fully explained and with the aid of the lantern views much of the machinery used in this process was shown. The manufacture of white lead, linseed oil, varnish-making and other products were gone into in a very thorough manner. The address proved very educative and interesting to the hardwaremen present. Following the address, refreshments were served.

Deloraine, Man., Mar. 13, 1915.

MacLean Publishing Co., Ltd.,
Toronto, Ontario.

Gentlemen,—Please find order enclosed for $2, being subscription to Hardware and Metal from Feb. 28, 1915 to Feb. 28, 1916. I find many useful hints in Hardware and Metal, and consider it money well spent.

Yours truly,
E. C. Arthan.

Ontario Incorporations.

Canadian Toy and Novelty Co., Ltd., capitalized at $40,000, head office Toronto, to manufacture and deal in toys, etc.

The Paint Manufacturers' Safety Association, head office Toronto, to promote and carry on the work of prevention of accidents in the manufacture of paint and other industry, which may be for the time being and from time to time assessable by the Workmen's Compensation Board in the same insurance group as the manufacturers of paint, and generally to represent employers and employees engaged in such industries in connection with the Workmen's Compensation Act. The provisional directors are J. W. Corcoran, Toronto; F. E. Lyman, Toronto; Frederick Chalcraft, Brantford; F. W. Meek, Oakville, Ont.; Howard Everett, Hamilton, Ont.

British Souvenir Spoon Co., Ltd., capitalized at $25,000, head office Toronto, to engage in the business of merchants, manufacturers and dealers in all kinds of silverware, silver-plated ware and cutlery.

Dominion Incorporations.

Consumers' Gasoline Supply Co., Ltd., capitalized at $50,000, head office Toronto, to produce, manufacture and deal in petroleum, natural gas, and oil of all kinds.

Spartan Machine Company, Limited, capitalized at $50,000, head office Montreal, to manufacture, buy, sell, import and deal in all kinds of goods, especially hardware, plant machinery, tools, railway cars, etc.

Aetna Chemical Company, of Canada, Ltd., capitalized at $1,800,000, head office Montreal, to buy, sell, manufacturer, and deal in gun cotton, cordite, lyddite, turpinite and other explosive powders, etc.

Tupper Fire Escape Co., Ltd., capitalized at $100,000, head office Sherbrooke, Que., to manufacture and deal in fire escapes and safety appliances.

United Specialties Mfg. Co., Ltd., capitalized at $50,000, head office Montreal, to take over the business heretofore carried on by the United Specialties Mfg. Co., Montreal, and to manufacture, import, export, and deal in iron, steel, metals, etc.

Miller Rubber Co., of Canada, Ltd., capitalized at $50,000, head office Toronto, to manufacture and deal in articles composed of rubber.

HARDWARE LETTER BOX



Self-Generating Bicycle Lamps.

Gerry Bros., Fort William, Ont.—Can you give names of any firms making a self-generating bicycle lamp?

Hyslop Bros., Limited, 12 Shuter St., Toronto, Ont.; Siche Gas Co., 10 Lombard Street, Toronto, Ont.—Ed.

Joy Malleable Range.

Chown Hardware, Limited, Edmonton, Alta.—We will be obliged if you will give us the address of the manufacturer of the Joy malleable range, also if there is a Western jobber handling it.

This stove is made by the Canadian Heating and Ventilating Co., Owen Sound, Ont., and their Western representative is E. A. Irving, 526 Henry Avenue, Winnipeg, Man.—Ed.

Steel Wool.

Thompson & Sutherland, Ltd., New Glasgow, N.S.—Please give us the names of manufacturers of steel wool.

American Steel Wool Mfg. Co., Greenwich Street, New York City; American Steel and Wire Co., Pittsburg, Pa.—Ed.

Davis Bench Wringer.

Bernhardt & Spalding, Preston, Ont.—Please advise through your paper where we can get rubber rollers for the Davis bench wringer.

Can any of our readers supply this information?—Ed.

Steel Flag Poles.

Moore Hardware Co., Limited, St. Catharines, Ont.—Will you kindly advise us where we can secure a steel flag pole 60 to 70 feet high?

Stratford Bridge & Iron Works, Stratford, Ont.; Ontario Wind Engine & Pump Co., Limited, Toronto, Ont.; Goold Shapley & Muir Co., Brantford, Ont.; Dennis Wire & Iron Works, London, Ont.—Ed.

Gun Metal Bull Rings.

S. E. Eakins, Millbrook, Ont.—Kindly let me know who manufactures gun metal bull rings, 2½ in. by ⅜ in.

Sargent & Co., New Haven, Conn.—Ed.

Waste Paper and Waste Paper Balers.

The Keewatin Hardware Co., Keewatin, Ont.—Will you be good enough to let us know of any firms who buy waste paper and sell paper balers?

The following firms buy waste paper: E. Pullan, Adelaide and Maude Streets, Toronto, Ont.; the Levi's, 100 John St., Toronto, Ont.; J. R. Walker & Co., Montreal, Que.; the Davenport Mfg. Co., of Davenport, Iowa; Buckeye Baler Co., Findley, Ohio; Stephenson & Blake, 62 Front Street East, Toronto, Ont. Paper balers are made and sold by the following firms: Climax Baler Co., Hamilton, Ont.; Page Wire Fence Co., Walkerville, Ont.; Shea Sales Co., Montreal, Que.—Ed.

CATALOGUES AND BOOKLETS

Fishing Tackle Catalogue.

South Bend Bait Co., South Bend, Ind., have issued an exceptionally attractive and well illustrated catalogue (No. 21), consisting of 48 pages, and featuring an extensive line of "Quality Fishing Tackle." A large number of excellent half-tone illustrations have been used to feature the many products of the company. Complete descriptions, dimensions, etc., with list price, are given for each article. The South Bend Bait Company will gladly send upon request to dealers or jobbers copies of the catalogue.

Barton-Netting Co. Text Book.

The Barton-Netting Co., Ltd., Windsor, have just issued a very valuable and interesting text book on the construction of fireplaces. A great many questions, which are a puzzle to many people, regarding chimney and fireplace construction, the setting of mantels, size to build, flues, installation of electric mantels, etc., are answered in the text-book. The Barton-Netting Company give in the text-book a great deal of valuable and practical information which they have gained during the many years in the business. The book consists of 59 pages, and in addition to giving a great deal of information regarding the proper installation of fireplaces, etc., shows the various products manufactured by the firm. Among other lines the following are illustrated and described: Coal grates, gas grates, electric heating grates, portable baskets, spark guards, folding screens, nursery fenders, andirons, fire-sets, gas logs, gas distributors, etc.

Portable Steel Buildings.

The C. D. Pruden Co., Baltimore, Md., recently issued a handsome loose-leaf catalogue featuring their various lines of Prudential steel buildings, including garages, cottages, bunk-houses, summer cottages, barns, contractors' buildings, etc.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

BANKRUPT SALES.

Editor, Hardware and Metal,
Toronto.

One of the big evils which undermines the success of the honest retailer is the grave, unfair competition of bankrupt sales which are being continually thrown upon the market sold at slaughter prices to the injury of every other dealer in the community where such a stock is offered for sale.

Every retail merchant doing an honest business deserves protection from such wholesale slaughter of prices, and against the unscrupulous opposition of reckless men with very little reputation they care for and care less for the pockets of their creditors.

The joint action of wholesale jobbers could easily put a stop to very much of this kind of evil if such jobbers would agree to take back and put into their own warehouse a proportion of the stock and re-sell at bargain prices (if necessary) to their own customers who are striving to do business honestly and pay their creditors one hundred cents on the dollar, such a course on the part of the jobbers would save to the trade the curse and demoralization that always accompany bankrupt sales.

In our province of Saskatchewan we are just now suffering heavily from this evil of cost sales. In a Western city of less than 20,000 population there are no less than eight hardware stores. A firm of wholesale (?) jobbers in a neighboring city are the reputed owners of one of these hardware stocks. For some reason best known to themselves they have decided to close up this branch and by newspaper publicity are offering to sell retail at cost. In addition they are engaged shipping other surplus stock to be put into this cost sale. Such a proceeding on their part goes to show the very low standards which they, as a jobbing firm, are setting for the trade and deserves the censure of all honest retailers.

If retailers throughout the Dominion would unite and send a vigorous protest to all wholesalers, a remedy for such a state of affairs might easily be found.

An able writer could find unrefutable arguments to support the cause and bring about the much-needed reform and remove the cancerous growth that has fastened itself upon all fair business.

This is a subject of vital interest and deserves prominence in all "retail associations."

"JUSTICE."

Junior Clerk's Page

WHAT ARE YOU?

AHEAD of each of us is old age—and there is the old age of dignity, independence and happiness; the old age of beautiful memories, when all the foolish fires of youth have died out, when regretted mistakes and faults are forgotten.

And again there is the old age of poverty, shame and sorrow. Young men and young women as well, saturate their minds with drivel, tweedle, and gossip and vanity. The things of least importance are the things to which we give greatest concern. Things of least consequence are the ones about which we become most perturbed.

On the reading table of the average individual you find the demi-tasse of the literary world, the trash which has emanated from the mind of an idler possessing a third-rate imagination, who has never produced anything of importance, and whose literary gift consists of trivialities, touched with a color of suggestion.

The average young man starts out in life with the idea of being "a sport," and the young man of this type is often envied, just as many young men in college look with curious and envious eyes upon one of their class-mates who has arrived, equipped with a bull-pup, a pair of white trousers and an automobile. Fate has played such a young man a cruel trick.

Everywhere we see young men with the fire and dash of youth, listening to vulgar conversations and repeating racy stories—and these things can only steal away the beauty and usefulness of the mind; and the man whose mind is right, whose mind is clean will weather the flotsam and jetsam of life and come out right in the end.

The cafes of our cities are crowded with young men who are spending money for wine that should be spent for laundry. Near the end of the week these young men are just a little in debt, and borrow a few dollars from a friend, to be paid back on Saturday—and the rest of it is the same old story we have heard in every generation through all the years that have been. The story of broken promises, unpaid obligations and the gradual fading away of self-respect.

The benefit that comes from economy does not lie particularly in the money saved, but in the habits formed as a result of this systematic care of the earnings of our labor.

There is in reality not any particular injury in being foolish, but the injury lies in the time wasted, in the fact that we are not systematizing our conduct. If you have wondered why you have not accomplished what you had planned to accomplish, it might be well to retrace the weeks and years, and study the manner in which you have spent your evenings; reflect on the books you have read and on the nature of your recreation.

We all desire health, but most of us do not care to avoid the dissipation which brings disease and sorrow. We all desire money, but a great many of us do not cherish the idea of earning it.

Oh, you pay the cost, and there is no way of changing the fact that you are just what you are. If you have made your preparation, if you have constantly held in mind the thing you intended to do, it is only a matter of time until you approach the dawn.

* * *

CARTRIDGE FIGURES PUZZLE JUNIOR SALESMEN.

The novice in the gun and ammunition department these days will have his head turning in two or three directions at the same time if he attempts to figure out all of the numbers applying to cartridges.

Cartridges are comparatively new. The old style powder, cap and ball rifle was in its glory until the late 70's when it gave way to the cartridges of the bottle neck type. The calibres of ammunition as the new beginner will learn are reckoned by the 100 parts of an inch of diameter. Thus the 22 is 22-100 of an inch; the 30-30 a little less than one-third of an inch, the second number used to indicate the number of grains of black powder. The 30-30, however, is an exception since the second 30 originally denoted the number of grains of smokeless powder used. Another exception is found in the 30-220, where the second number indicates the number of grains of lead; also called the 30-40, in which the 40 refers to the number of grains of powder. Now comes another, the 250-3000 Savage, the 3000 indicating the velocity of the bullet in feet per second.

In shot guns, states the Sporting Goods Dealer, the gauges originally signified the number of lead pellets of a diameter which would weigh one pound, such as 10, 12, 16 and 20. The ball in the present 12-gauge shell weighs one ounce and you may say that the balls now furnished in 12-gauge shells weigh one ounce each, and therefore are 16-gauge balls, but the difference will be found in that the present day ball must be made to pass a full choke bore barrel of a 12, which in reality is only 16.

The young man who is just beginning as a sporting goods salesman will do well to read everything he can find on guns and ammunition. The sporting goods field is a broad one, and while the youth may be inclined to stick close to the athletic goods he will find in later years that his services will be in greater demand if he is in a position to fit well at the arms and ammunition cases.

SOLD CARS TO FARMERS.

(Continued from page 34.)

Three years ago, the Ford agency for the district was secured. At that time there were only about six or seven cars in town, and the field was ripe. Mr. Choquette saw that if he was to make a success of accessories, he must create a demand by selling cars in the district. Farmers were the best prospects, especially during the summer months. The farmer requires to be gone after, and canvassed thoroughly, but as a rule it is not difficult to sell a car to a farmer if the salesman has the right selling arguments. Mr. Choquette often closes a deal inside of a day, sometimes two days, and his terms are cash. He disposed of twenty-two Fords last year, and has already sold fourteen this year. As the commission is a good one, this should be a splendid side line, apart from the fact that this business brings further revenue, as each customer for a car becomes a buyer of accessories for years to come.

During the five years he has handled this line, Mr. Choquette as well as his two sons, have acquired sufficient knowledge of automobiles to be able to handle any repair job, but he still retains the service of the machinist who helped to make the business successful in the early days.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

Many sudden, though not unexpected price changes have taken place during the week. Owing to the scarcity and high price of spelter the price of galvanized sheets, galvanized wares and other products into which spelter enters have advanced considerably. Lead, which began to advance last week after remaining practically unchanged since the outbreak of war, has shown further advances, and thus forced up prices on lead pipe, sheets, etc. As stated in previous reports, lead has been very low when the prices of other metals are considered, and the further advance was not unexpected. Dry white lead has advanced 75 cents per 100 lbs. and this will be followed by an almost immediate advance in white lead in oil. Antimony and spelter are very scarce and purchases are being made at prices that break all previous records. Business during the week was rather quiet, but with the advent of warmer weather, business will be greatly stimulated.

Montreal

MONTREAL, June 3.—Conditions in the hardware trade continue much as they have been for several weeks. On the one hand, is the continued activity in country districts, which brings the May showing considerably ahead of a year ago, and on the other hand, is the dullness in the city trade—and the falling off in the urban business more than makes up for the gain in the rural. Some slight improvement has been noted in the demand for some of the cheaper lines of builders' hardware, but this has been so small, and the situation has been so dull, that it counts for little, and the trade has prepared itself for a dull season in these lines and the other departments which depend upon industrial activity and construction programmes. However, the general cheerfulness of dealers would lead to the assumption that on big business the profits are so close that the loss is not relatively so important, while in some general lines, where the retailer has been buying from the manufacturer, he is now catering to a curtailed demand and finds it more satisfactory to work with smaller profits and buy short lots from the jobber.

Warmer weather has started a brisk re-ordering of lawn and garden goods and active sorting with stimulated interest in harvest tools. There is a better demand also for cutlery for the June wedding trade. In the heavier goods the situation continues slow and practically unchanged.

The metals provide the centre of attraction, as they have for some time past. Spelter continues to paralyze the market by its continued advances, and antimony is bought where and at what prices it can be had. The latest addition to the active list is lead, which on the recent movement has advanced $14 a ton on the other side. The situation is critical for all galvanized lines, and there are further advances for sheets, buckets, tubs, etc. And there are further advances in sight for the immediate future if the market continues on its present basis. In fact, so far as galvanized ware is concerned there is a possibility that it will be squeezed out of the market to a certain extent by being raised beyond the basis of a commercial commodity. Copper products are also very firm, and lead products are materially advanced.

The Metals.—The continued advances in spelter market and the action of lead, in following in the train of the other metals, brings the trade face to face with a serious situation. It is predicted that tin will again ascend to higher levels as the result of the influence of the other metals. Prices are such that manufacturers can see many lines which have been regarded as standard being eliminated from the market on account of the cost of production becoming too great.

Tin.—The local quotation for tin has been reduced further, and is now given at 46c-47c. This is still high in comparison with the New York quotation of 38c. However, the local market is firm, and opinion prevails that the influence of the activity of spelter and lead will be to take tin up again. New York has been up and down within the week, and at writing had declined to the level of last report. This easiness came on London influence, and was regarded with considerable surprise, the opinion being that it was the result of manipulation, and that when the situation was rightly analyzed it would be shown that the war has worked a change in the relation of the two markets which makes the basis on this side of the Atlantic less susceptible to the influence of the British metropolis.

Copper.—The copper quotation has remained steady during the week, but very firm, while products, influenced by the continued high position of raw material, showed a very stiff tone. New York reports prices a shade higher than a week ago with the market quiet on last advices, although there is a little more interest on the part of domestic manufacturers. The future there is regarded with optimism, and war orders and the talk of war orders has become very powerful in influencing opinion, the trade being thoroughly excited over what happened to spelter and antimony. Copper has already shown a great advance, but the situation is regarded as being altogether sound, and lower values

MONTREAL QUOTATIONS.

Tin	46c-47c
Spelter	26c-26½c
Copper	21c
Lead	6c-6¼c
Antimony	40c
Solder, ½ x ½	25c-29c
Solder "strictly"	28 to 32c
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

For quotations on other hardware goods see weekly report and current quotations.

are not in sight while the present conditions continue.

Spelter.—There appears to be no limit to the heights which spelter may attain. Last week's level of 21c and 21¼c has been raised to 26c and 26½c, and this does not appear to be the top. Manufacturers are acting in sympathy, and further advances have been made for galvanized ware and sheets, while pipe is very firm. New York records advances of 3c to 5c for the week, and states that the market is in a worse condition than ever; in fact, it is regarded as being so serious as to be almost beyond exaggeration. Quotations even at the new high levels are stated to be little better than nominal with buyers scrambling for small lots at fancy advances. A price level of 25c to 30c is regarded as a possibility.

Lead.—Lead has joined the procession started by tin and followed by copper, spelter and antimony. The local quotation has been advanced to 6¾c and 7c, and New York reports gains of $14 the ton on the movement. Lead products have gone up in sympathy. The market seems to have at last taken recognition of the cheapness of lead as compared with other war metals and things that have happened. Further advances are being looked for, and it is expected that the upward influence will soon be felt by tin.

Sheet Lead.—With the advance in lead, lead products have been materially advanced. Sheets are up 75c all round, the following quotations being given:

Sheets, 2½-lb. sq. foot	$8.25
Sheets, 3-lb. sq. foot	8.00
Sheets, 3½-lb. sq. foot	7.75
Sheets, 4-6 lbs. sq. foot	7.50

Lead Pipe.—Lead pipe has also been advanced 1c lb. The prices now quoted are 9c for lead pipe and 10c for lead waste pipe. This, of course, is the direct influence of the advancing lead market.

Sheet Zinc.—The market for sheet zinc is only nominal. Quotations are advanced to 26c for casks and 27c for part casks, but these figures do not represent the top of the market, as high as 30c being heard. Contrasting such prices with a cost of 7c or 8c before the war gives some idea of where the market has gone to.

Solder.—The solder situation has changed but little, although for the time being the quotations are tending lower within the range in sympathy with tin, but as higher prices are looked for in the latter market, solder is likely to firm up again before long. The range is 25c to 29c for half-and-half, and 28c to 32c for strictly.

Antimony.—The local quotation for antimony is advanced from 36c to 40c, but any figure is purely nominal and little guide to the real market. Purchases are made where and at what price they can be negotiated, and about the only guide is the New York market of 34c to 35c for Chinese and Japanese, with practically all the leading European lines out of the list.

Sheets and Plates.—The higher prices for spelter have had an immediate effect on prices of sheets, which have advanced 25c all round, while plates are very stiff and likely to be increased at any time. Still further advances in the near future are a probability unless spelter eases—and there is little indication of that. Quotations now are:

Queen's Head and Gorbals Best Best—	
16-20 gauge	$4.55
22-24	4.75
26	5.00
28	5.25
Fleur-de-lis and Colborne Crown—	
16-20 gauge	$4.30
22-24	4.55
26	4.80
28	5.05
Apollo—	
14 gauge	$4.05
16	4.05
18-20	4.25
22-24	4.35
26	4.45
28	4.95
10¾ oz.	5.15

Pipe.—The situation as regards galvanized pipe is very firm, and there are further advances to be anticipated in the near future. Quotations for black are also firm. The following prices of the Hardware Association for small business are firmer on the strength of the market:

Per 100 feet.	Black.	Galvanized.
¼ and ⅜ in.	$2.39	$3.54
½ in.	2.86	4.21
¾ in.	3.27	5.08
1 in.	4.83	7.52
1¼ in.	6.54	10.17
1½ in.	7.82	12.16
2 in.	10.53	16.36
2½ in.	16.63	25.86
3 in.	21.75	33.82
3½ in.	26.14	40.67
4 in.	30.98	48.19

Galvanized Ware.—Increases in the quotations for galvanized ware of about 10 per cent. have been made, and it is stated that these will be followed by others in the course of a couple of weeks, and that there is a possibility that continued advance of spelter will have the effect of squeezing these goods out of the market to a large extent in favor of utensils of other material.

Following discounts now prevail:—Dufferin pattern pails, 20 per cent. and 10 per cent., instead of 30 per cent. and 10 per cent.; English pattern pails, 20 per cent. and 10 per cent., instead of 30 per cent. and 10 per cent.; galvanized wash tubs, 20 per cent. and 10 per cent., instead of 30 per cent. and 10 per cent.; other lines, 20 per cent., instead of 30 per cent.

Copper Rivets.—The prices on copper rivets and other copper products are very firm, and advances all round are to be expected. The market for raw material holds firm, and costs are steadily mounting as the proportion of costly material going into manufacture increases with the exhaustion of old supplies.

Screws and Bolts.—The advances in the prices of brass wire are almost certain to affect the quotations on brass screws in the near future. The market is, therefore, very firm for the present.

Bar Iron and Steel.—The market for bar iron and steel continues steady, with only a small demand. Quotations for bar iron are $2, with 5c off on car orders.

Nails, Fencing, etc.—The demand continues very fair for fencing, and, in fact, better than had been expected, considering the heavy booking deliveries made in the spring. Deliveries of nails are very fair to the country, but buying is light owing to the fact that the most of the business is being done on orders booked before the last advance and at lower prices than those at present quoted.

Builders' Hardware and Materials.—A little better demand is noted for builders' hardware and materials, but the market has been so slow that the improvement is not very important. Final adjustments as to price lists on hardware are still being awaited, but should be received in the course of a few days.

Cutlery.—A satisfactory movement of cutlery is noted, the June weddings evidently being an important influence with the public.

Stoves.—Warmer weather is expected to quicken the demand for gas and oil

TORONTO QUOTATIONS.

Tin	42c
Copper	21c
Spelter	30c
Lead	6¼c
Antimony	40c
Aluminum Ingot	26c
Aluminum Pattern	25c lb.
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

For quotations on other hardware lines see weekly report and current quotations.

stoves, following a quiet period of a week or so. So far as fall buying is concerned, it is early yet to look for inquiries under normal conditions, and buying is likely to be later than ever under the existing conditions. It is felt that the crops will be the big influence in the fall stove demand.

Pipe Fittings.—Prices on pipe fittings are reported as being very firm, and one house reports an advance of about five per cent.

Toronto

TORONTO, Ont., June 3.—The warmer weather prevailing during the last two or three days has had a beneficial effect on business and a distinct improvement is noticeable over the earlier part of the week. Weather conditions have been favorable to the crops and a more optimistic spirit prevails in business circles on this account. For the same reason the country trade is good, although the retail trade is still buying cautiously and keeping stocks of goods within reasonable limits. The city trade is showing some improvement, but is by no means brisk. The city architect's report for May shows a big decrease in building operations over the corresponding month of last year. This has naturally affected the demand for builders' hardware and supplies. The cool weather has affected seasonable lines, such as refrigerators, ice cream freezers, oil stoves, etc., but brisk business is anticipated as soon as the weather becomes warmer. There is a moderate demand for shelf goods, and garden tools are moving out fairly well.

Price Changes.

A number of price changes are to be noted this week, due in all cases to increased cost of raw materials. Galvanized sheets have again advanced, and this market is very unsettled because of the spelter situation. Galvanized ware and wash tubs have also advanced on account of the high prices of spelter, and for the same reason range boilers are higher. The spelter situation is acute, supplies are very scarce, and the market continues to advance. Under present conditions it is impossible to say with any degree of certainty what the limit will be in prices of galvanized products. Brass wire has advanced, and prices of galvanized wire have been withdrawn indefinitely. As predicted in these columns last week, prices of Italian and Russian rope have advanced, due to conditions in the hemp market on account of the war. Higher prices for Manila and sisal rope are anticipated, and may be announced any time.

Metals.—The spectacular rise of spelter is the chief item of interest in the metal markets this week. The situation is extraordinary and serious in its effect on certain industries. The copper market continues quiet and the situation unchanged. Tin is firmer, with a stronger undertone to the market. Lead has advanced, as was anticipated, but the antimony situation is unchanged. Aluminum quotations are higher and nominal.

Tin.—The tin market in London is weaker, but New York is firm, with a tendency to higher prices. There is a good general inquiry from consumers, but owing to the weakness in London, buyers and sellers are inclined to go slow. Local quotations are unchanged at 42c per pound.

Copper.—The New York market is quiet, but there is a decidedly firmer tone and good inquiry for export. The copper situation is a sound one, and with a revival of business prices would probably go higher. Production is on the increase, but there are no indications of any falling off in consumption, rather the reverse. Quotations are firm and unchanged at 21c per pound.

Spelter.—The market is in a worse condition even than last week, and the situation is very serious. Prices are higher and nominal for all positions, as there is no quantity of metal offered for sale for any delivery. The largest producers are reported as not wanting to sell much more than what they have already sold and indications point to still higher prices. Spelter has advanced 8c, and quotations are nominal at 30c per pound.

Lead.—The market is more active, and has advanced. There is a good demand at the higher prices, which appear to have stimulated buying. Lead has advanced ½c locally, and is firm at 6¼c per pound.

Antimony.—The situation is unchanged and the consumption is still heavy, with a scarcity of English brands. The market is not quite so active, and quotations are unchanged at 40c per pound.

Aluminum.—The demand for aluminum is good, and is having a tendency to force prices up. Quotations have advanced 1½c, and are nominal at 25c per pound.

Bar Iron and Steel.—The principal feature in the steel trade is the increased demand for steel bars and billets for lyddite and shrapnel shells respectively. The demand for other purposes is light. Bars are quoted at $2.05 base.

Galvanized Sheets.—In last week's issue of Hardware and Metal, the probability of higher prices for galvanized sheets was referred to. This advance is now in effect, and is due to the high cost of spelter. The trade is in a very unsettled condition, and considerable anxiety prevails on account of the difficulty that is being experienced in obtaining supplies of spelter. Unless the situation improves considerably, a further advance in sheets may have to be made. There are at present no indications of any relief in the situation. The price lists of sheets have been readjusted and the increase in prices is approximately as follows:—Queen's Head, 20c per cwt. advance; Fleur-de-lis, 10c per cwt.; and Apollo, 65c per cwt.

Rope.—As predicted in Hardware and Metal last week, there has been a sharp advance in the prices of Russian and Italian hemp rope. Supplies of raw material are difficult to obtain from both these countries, and the situation in this respect is serious. Higher prices are anticipated for Manila and sisal rope, as the American market is strong, and there is no improvement in the situation as regards raw materials. Trouble in Mexico continues, affecting sisal and high freight rates on Manila are increasing the cost of that product. The new prices are as follows:—Russian deep sea line, 28c; Russian tarred ratline, 24c; Russian tarred bolt rope, 20c; marline and houesline, 26c; and Italian rope, 28c per pound basis.

Galvanized Ware.—An advance of about 15 per cent. in galvanized ware is to be noted, due to the increasing cost of spelter. The new discounts are as follows:—English and Dufferin ware and wash tubs, 20 and 10 per cent.; other lines, 20 per cent.

Range Boilers.—Higher prices are announced, and are as follows:—30-gallon standard, welded, $5.50; standard riveted, $5.75, and extra heavy, $8.

Washtubs.—New prices on common galvanized washtubs are as follows: No. 0, $6.66; No. 1, $8.93; No. 2, $9.72; and No. 3, $11.09 per dozen.

Wire.—The new discounts on brass wire are 3 to 24 gauge 5 per cent., and 25 to 36 gauge, 10 per cent. The base price of smooth steel wire is unchanged at $2.30. Prices of galvanized wire have been withdrawn owing to conditions in the spelter market.

Wire Nails.—The situation is unchanged and quotations are firm at $2.35 base. Cut nails are quoted at $2.70 base.

Iron and Lead Pipe.—Business is quiet in sympathy with the building trade, but prices are very firm and an advance may be expected on galvanized pipe. Lead pipe has advanced 1c and is quoted at 9c and waste at 10c. Prices on iron pipe are given in the current market quotations.

London

LONDON, Ont., June 3.—The warmer weather of the past few days has had a good effect on business and there is a better demand for summer goods. Prospects for June business are very bright and no doubt much work, such as painting, repairing, etc., delayed last month on account of the unfavorable weather, will be undertaken during June. All lines of wire fencing have been advanced 10 cents per 100 pounds this week. Galvanized wares and sheets are expected to advance almost immediately. White lead is very firm and will probably advance within the next week.

Wire Fencing, Etc.

The following prices on wire fencing are now in effect:

	Per 100 lb.
Barb wire	$2.65
No. 9 Galvanized	2.40
No. 12 Galvanized	2.55
No. 13 Galvanized	2.65
No. 9 coil spring	2.45
No. 12 coil spring	2.65
No. 10 O and A wire	2.46
No. 11 O and A wire	2.52
No. 12 O and A wire	2.60

Garden Tools, Etc.—Sales of garden and lawn tools so far have been very satisfactory, and with warmer weather there should be a decidedly better demand in the near future. Harvest tools are quoted at 40-12½ per cent.; net prices on snaths are: No. 3, $7.25 doz.; No. 2, $7.70 doz.; No. 1, $8.40 doz.

Oil, Turpentine, Etc.—No change has taken place in turpentine or oil since last week. Turpentine is quoted as follows: Single barrels 68c per Imperial gallon; 2 to 4 barrel lots 67c per Imperial gallon; 5-gallon lots 75c per Imperial gallon.

Linseed oil is quoted as follows:

Raw Linseed —

1 to 2 barrels	82c per gal.
3 to 5 barrels	81c per gal.
6 to 9 barrels	79c per gal.

Boiled—

1 to 2 barrels	85c per gal.
3 to 5 barrels	84c per gal.
6 to 9 barrels	83c per gal.

Glass, Putty, Etc.—No change has taken place in quotations on glass or putty. Glass is quoted single diamond 20 per cent. discount; double diamond, 20 per cent.; cut lights, 20 per cent. Net prices are as follows:

	Single Dia.	Dble. Dia.
Up to 25	$5.20	$ 6.88
26 to 40	5.60	8.00

White Lead to Advance. — Although white lead prices remain unchanged it is altogether probable that an advance will take place by next week. Pure white lead in oil is quoted at $9.10 per 100 pounds in ton lots and $9.40 per 100 pounds in less than ton lots.

Winnipeg

WINNIPEG, June 2.—Again a better tone to the market is noted. From the hardware houses it is reported that retailers are buying in better quantities than for some little time. One of the lines which is moving most rapidly is fencing, both barbed wire and woven. While there is little profit for either wholesale or retailer in this line, it is yet very satisfactory to note the big demand, as this indicates clearly farmers have been getting more land under cultivation, and that conditions are so satisfactory that they are taking immediate steps to fence this in properly.

Prospects Bright.

General conditions are satisfactory. From Manitoba comes word that rain would be appreciated, and would do a great deal of good. There is no sign yet, however, that rain must come within a day or two if the crop is to be saved. Prospects indeed seem very bright.

During the week have come a number of changes in price, perhaps the most important being galvanized iron and galvanized ware. It seems quite evident, however, that a further rise in linseed oil is to be expected within the next month. All things taken together, there seems reason to believe that predictions of $1.10 oil within the next few weeks are quite likely of fulfilment.

Small Flax Acreage.

Already something has been said about the inability to sell oil cake requiring the manufacturers to make their profit from the oil alone. On the head of this there now seems an absolute certainty that flax seed will be high this fall. Not 30 per cent. of the acreage given over to flax last year is seeded with this crop in 1915. The natural result, therefore, will be not only higher prices, but difficulty in getting seed. This difficulty is likely to be more acute by reason of the fact that present stocks are very low. Crushers here indicate that they have only enough on hand to last a month and a half.

It is true that flax has dropped slightly in price in the last few days. This, however, seems to be due to market manipulation. As a matter of actual fact, it is said to be practically impossible to buy at the low figures quoted.

The consumers of oil in large quantities, who have the ability to store this without risking any loss, would seem to be well advised to cover their requirements without delay.

Black steel sheets, which have been on a rather uneven basis for the last two or three weeks, are now steady at the following quotations:

10 and 12-gauge	.....	$3.15
14 and 16	„	3.10
17 to 24	„	3.35
26	„	3.45
28	„	3.60

The high cost of spelter is entirely responsible for the last rise in galvanized iron, which has been put into effect this week. Spelter, which has formerly sold in New York at about 4.05c, is now being quoted at 21c. This is due, of course, to difficulty in getting stocks, resulting from European supply being interfered with, and from a great deal of manipulation on the American market. The high prices have made advances in galvanized iron absolutely necessary. These new prices are:

	Apollo and Fleur de Lis.	Queen's Head.
10¾ oz. or 28 Eng.	$5.75	$6.00
28 Am. or 26 Eng.	5.50	5.75
26 Am. or 26 special	5.25	5.50
24 Am. and Eng.	4.85	5.10
22 Am. and Eng.	4.85	5.10
18 & 20 Am. & Eng.	4.75	4.95
16 Am. and Eng.	4.60	4.80

Galvanized Ware Up.

Galvanized ware during the week has risen 10 per cent., due, of course, to the same causes as are sending up galvanized iron. Present discounts are:

Heavy pails, 10 per cent. off list.
Light pails, 17½ per cent. off list.
Heavy tubs, 17½ per cent. off list.

Putty Higher.

The high price of oil and of whiting has necessitated an advance in putty. This is now quoted as follows:

100-lb. drums, $3.25.
25-lb. irons, per cwt., $3.50.
1½-lb. tins, 7c.

Red lead, too, has advanced sharply, being now quoted at 12½c per lb. It is only a few weeks ago that the quotation was 7½c. From this it jumped to 9c, and now to the higher figures quoted above.

Orders for paints are reported as satisfactory. These are all of a sorting nature, and are individually a little smaller than in past years. The volume of business, however, is gratifying.

For stoves there seems to be a small demand at the present time. Until July comes it seems heavy business is out of the question. In furnaces, however, things are brisker at present. Little or no building is being done in the cities, but a good deal is going on in the small towns and in the farming communities, and for these buildings a considerable number of furnaces are being sold.



An excellent display of varnishes arranged by Harry J. Hanwell for The Marks, Clavet, Dobie Co., Ltd., Port Arthur, Ont. The base and background is finished in dead white. The banner of the Rice Leaders of the World is supported by the two pillars six feet high. They and the background being entwined by artificial grapes. Panels of varnished and stained woods have been used with good effect and created considerable interest among those who viewed the display. Two large Canadian ensigns on the side wall, were neatly draped around a proclamation to the public to spend their money in Canada by buying home products. In a letter to Hardware and Metal Mr. Hanwell states that the firm received a very large number of enquiries as a result of the display. Window trimmers can secure many ideas from the above illustration.

Boosting Paint Sales in June

More Money in Canada's Savings Banks Now Than at Any Time in the History of the Country—Weather Affected May Paint Sales — Prospects for June —Making Use of Manufacturers' Helps.

By E. A. THOMPSON.

THE month of May is usually a splendid month for selling ready mixed paints and varnishes — in fact it is one of the best months of the year. During May, 1915, the month just closed, a great many retail hardwaremen sold considerably more paint than they did in the corresponding period of last year. There is, however, one feature of the paint trade last month which should not be overlooked. During May we had a good many protracted spells of cool and wet weather—weather that does not help the sale of paints.

One merchant who sells an exceptionally large amount of paint each year, stated to the writer a few days ago that he felt sure a great many people who had intended doing some painting in May, had postponed the work owing to unseasonable weather.

This particular merchant is going to push the sale of paint during June, on a bigger scale than he has in past years. He feels that a great many people have put off their spring painting and it is not yet too late to sell them. He is also boosting paint this year to try and offset the losses he has sustained in the builders' department, owing to the dropping-off in the building trades.

In all probability a great many merchants are of the same opinion as the merchant referred to, and feel that although May was a good month, there is still a great deal of spring painting to be done.

Every merchant realizes that when war conditions are considered, business in Canada is very good indeed—much better than was expected a few months ago. There will probably be a steady improvement from now, but no merchant should rest on his oars and wait for the return of better times. This is a time for work. It is the duty of every retailer in Canada to push the sale of goods as he never has in the past—and thus keep our industries running and workmen employed. The savings in Canadian banks to-day are the greatest in the history of Canada. People have money, and it is largely up to retailers to get the money circulating.

Every retailer should do his bit—and more. He should solicit the assistance of the manufacturer and make use of all the selling helps available.

Did you ever stop to consider the valuable assistance you can obtain from the manufacturer in pushing the sale of paints? No doubt some merchants have never given much thought to the subject. On the other hand there are merchants who take advantage of every opportunity offered by the manufacturer. Every large paint manufacturer employs a staff of men who are willing to give their valuable experience and time in endeavoring to assist the dealer in making a success of his paint department. These men have had many years' experience along this line and can give the dealer valuable assistance if he is open to receive

it. A request from a dealer is always given prompt attention. But these men do not confine their efforts to the dealer alone. They are willing to impart valuable and interesting information regarding paints to the individual if the retailer will only send in the names of prospects. Many of the large paint firms supply blank forms for the use of the dealer. These forms if used properly will prove to be excellent business bringers for you can rest assured that, if you will fill in the forms with the names of prospective paint purchasers, the advertising department of the manufacturer will follow-up the prospects in a systematic manner with suggestions as to how people can do the work in which they are interested. Another fact often overlooked by dealers is that the manufacturer is willing to supply electrotypes and advertising suggestions for newspaper work. These ads. have been gotten up by men who have made a close study of the work. Many dealers state that the reason they do not advertise is because they are unable or do not have the time to prepare ads. For these merchants the advertising department of the manufacturer will prove very beneficial.

Care should also be taken to make good use of all color cards, sample boards, slats, etc., supplied by the manufacturer. These business bringers are made up at great expense and if properly used will bring good returns. If used improperly or carelessly they are a total loss and fail entirely to serve the purpose for which they were intended, and at the same time incur a needless waste of excellent advertising material.

Let us all get busy and put our shoulder to the wheel, doing all we can to keep business as nearly normal as possible and more especially to push the sale of paints and varnishes during the month of June.

PRACTICAL COURSE FOR SHEET METAL WORKERS.

(Continued from page 42.)

radius, describe an arc E i, Fig. 5. Then with E as centre and P K in Fig. 3 as radius, form another arc to intersect arc E i. Then draw a line from 1 to E i and from there to E, which will give the desired angle to form one-half of one side. Then draw the various lines the desired height, K A Ai and B and Bi, and so on, which will give the one-half pattern, the outer dotted lines are for the seams. And, if this fitting is required to be made from small pieces, a quarter pattern will be sufficient, except that material must be allowed extra for seams at J 1, Fig. 5 turnings the pattern over to form the left or right halves.

HARDWARE MEN SELL SPORTING GOODS.

(Continued from page 32.)

The goods are attractively displayed, while the ball team playing in the field adds a realistic touch that would be bound to attract considerable attention.

Accompanying this article there are also, three reproductions of advertisements by hardware firms featuring sporting goods.

The advertisement of Brace, McKay & Co., Ltd., Summerside, P. E. I., in addition to featuring bicycles and bicycle sundries, fishing tackle, etc., has considerable space devoted to baseball supplies. The ad. makes an appeal to the Red Sox, Pioneers, Independents, and other clubs.

WHERE HALF HOLIDAY IS OBSERVED.

In next week's issue of Hardware and Metal there will appear a list of Ontario towns and cities in which a summer half holiday is observed. This is a feature that this paper runs every year in June for the benefit of the wholesale houses and their travelling salesmen. Already a lengthy list of towns and cities has been received, which shows that the half holiday has gained great headway in the last few years. If any of the wholesalers or manufacturers would like any reprints of this article, we would urge that they write us at once, stating the number they will require.

MacNab Bros., hardware merchants, Orillia, Ont., have used newspaper space three cols. wide and six inches deep, to announce that they sell golf, lawn tennis, and baseball goods. The illustrations used are very timely and help to make an attractive display advertisement that will at least attract the eye.

Ingram & Davey, Ltd., St. Thomas, in their advertisement, 2 cols. wide by 6 inches deep, announce that, "There will be Big Doings in Baseball, Tennis, Golf, Football and Lawn Bowling this year," and that the Ingram & Davey store is prepared to cater to the needs of the sportsmen.

The three advertisements shown are typical of dozens of hardware firms advertisements featuring sporting goods, and which are appearing in newspapers in all parts of Canada.

PLATE 33.

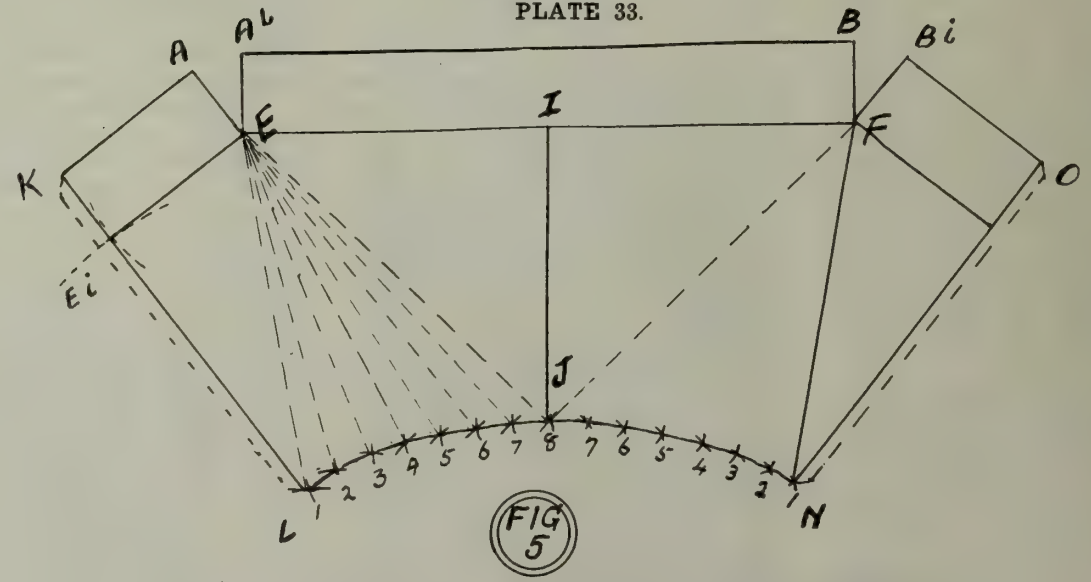


FIG 5

HALF PATTERN ALLOWING FOR SEAMS

CONCENTRATE

Your Efforts and Your Stock
BY HANDLING ONE LINE

Jas-per-lac
REGISTERED
The Present-future finish

ART ENAMELS

Gloss White, Flat White, Bath White, and Eight Beautiful Tints. For all kind of Interior Decoration.

Jas-per-lac
REGISTERED
The Present-future finish

LAC SHADES

In the following colors:
Light Oak, Dark Oak, Golden Oak, Cherry, Mahogany, Rosewood, Walnut, Wicker Green and Ground Color. For Floors, Furniture and Interior Woodwork.

Jas-per-lac
REGISTERED
The Present-future finish

ENAMELS

For Autos, Carriages, Canoes, Boats, Motorcycles, Implements, Lawn Furniture.
Nine Colors: Light Green, Moss Green, Deep Green, Auto Green, Vermilion, Carmine, Winecolor, Royal Blue, Raven Black.

Jas-per-lac
REGISTERED
The Present-future finish

FLOOR ENAMELS

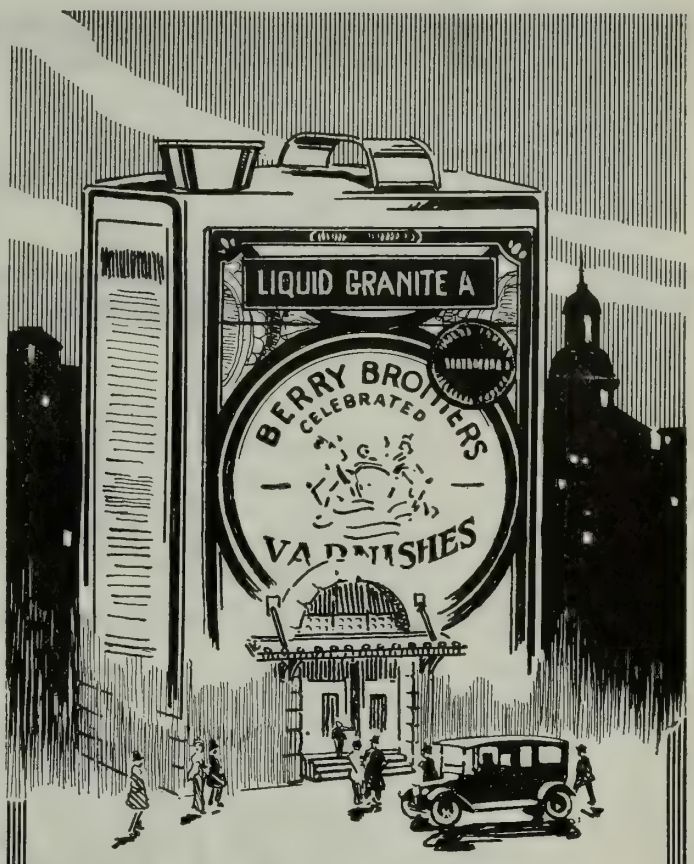
For Interior and Exterior Floors.
Buttercup, Light Yellow, Deep Yellow, Golden Brown, Maroon, Silver Grey, Light Slate, Dark Slate, Green.

All Under One Label and One Color Card

Four Mission Finish Signs and Color Cards, Giving Complete Information.
Every Can Guaranteed to give satisfaction or refund the money.

Manufactured and Guaranteed only by

The Ottawa Paint Works
AND
Ottawa Varnish Co., Limited
Toronto OTTAWA Vancouver
CANADA
TORONTO BRANCH: 153 Duchess St.



The Brands That Loom Up Big

For over 58 years the products of Berry Brothers have been big sellers in the stores of thousands of dealers.

Home owners, painters, architects and contractors all know that the Berry Brothers label means satisfaction. The dealer knows that goods that give satisfaction mean profitable trade.

Are you getting your share of the profitable trade on Berry Brothers' brands?

If not, write to-day.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario (60)

Weekly Paint Markets

Montreal

MONTREAL, June 3.—While there was some slight cessation in buying interest noted in the paint trade in May, the month was generally considered as being an improvement on the same period a year ago, so far as the general country and city store trade was concerned. The April buying to take advantage of low prices prevailing in the face of determined advances caused heavy buying during that month and the May business suffered somewhat in volume on that account, although orders in number made brisk activity. With warmer weather and a good consuming demand for the month past, it is expected that there will be an increase in the demand during June. A feature of the trade has been the spring demand in the city store trade. This appears to indicate that many householders with time on their hands and an inclination to share expenses have been doing their own work rather than employ painters.

A feature of the week has been a readjustment of the quotations in the linseed oil trade which to a large extent overcomes the wide spread which has prevailed for some weeks. This was brought about by a slump in the prices of flax, which put the crushers on a more even level and brought the cost of production much closer to the value of the oil stocks certain crushers and dealers had on hand. White lead is very firm on advances of about $14 a ton for lead in the United States and prices for zinc in oil are purely nominal in view of the unparalleled market for spelter.

Linseed Oil.—A marked decrease in the value of flax has had the effect of smoothing out many of the irregularities which have prevailed in the linseed oil market for some weeks. As has been pointed out in these columns, the rising values of flax and falling consumption of oil created unparalleled conditions, and the different producers and dealers naturally did not fare the same in regard to costs and volume of supplies on hand. The result was that while some firms were quoting on a basis fixed by cost of production of stocks on hand, others were quoting on the basis of spot flax. The difference in prices to the trade was as much as 9c and 10c a gallon and there was naturally general dissatisfaction. As yet the spread in prices has not altogether disappeared, but the top figure has fallen materially and firms which a week ago quoted 88c and 90½c now offer 82c and 84½c. The general range in prices is 80c and 83c for raw and boiled, respectively, to 82c and 85c, although there are quotations both slightly under and slightly above to be heard.

	Raw.	Boiled.
1 to 2 barrels	80-82	83-85
3 to 5 barrels	79-81	82-84
6 to 9 barrels	78-80	81-83

Gasoline and Oils.—Demand for gasoline continues fairly satisfactory, with some improvement in the volume moving. Prices are on a flat basis of 14½c for both drums and tank wagon. There is a good demand reported for lubricating oils and greases which always move well after the opening of navigation.

Turpentine.—The trend of turpentine prices continues downward, the reduction of refiners of 2c last week having more influence with the quotations of the dealers to the trade; in fact figures as low as 64c are given, although 70c is heard as a top price.

	Per gal.
½ bbl. lots	68-72
1 bbl lots	65-69
2 to 4 bbl lots	64-68
5 to 10 bbl lots	63-67

White Lead.—The strength in the white lead market reported last week is further emphasized by remarkable advances in the prices of American lead, the prices having gone up $14.00 the ton on the recent movement. Under the circumstances the present quotation of $8.95, with 30c above for less than ton lots, can hardly last for any considerable period, particularly as there appears to be reason to believe that lead, which has been comparatively quiet since the war outbreak, may now follow in the course of spelter.

Zinc.—With the spelter market practically beyond control, the price of zinc in oil is purely nominal, and dealers do not care to make quotations. A price of 15c in 25-lb. irons is heard, but against this a cost of 17c to 18c for dry zinc on the present market is recorded and prices therefore range considerably higher.

Toronto

TORONTO, Ont., June 3.—The volume of business seems to have fallen off somewhat during the latter part of May. The retailers have good stocks on hand for the season and the comparative cool weather has had a tendency to make trade less active. Considering the situation generally, however, there is little cause for complaint as far as the country trade is concerned, although there is room for improvement in city business. There are few changes of importance to note this week, but all quotations are very firm and for some lines nominal. The white lead market is very strong and an advance in price is anticipated in the near future. Putty is firm at the higher prices announced last week. The glass situation is unchanged and prices are very firm. Oil and turpentine are both firm and prices unchanged. Collections are not showing much improvement.

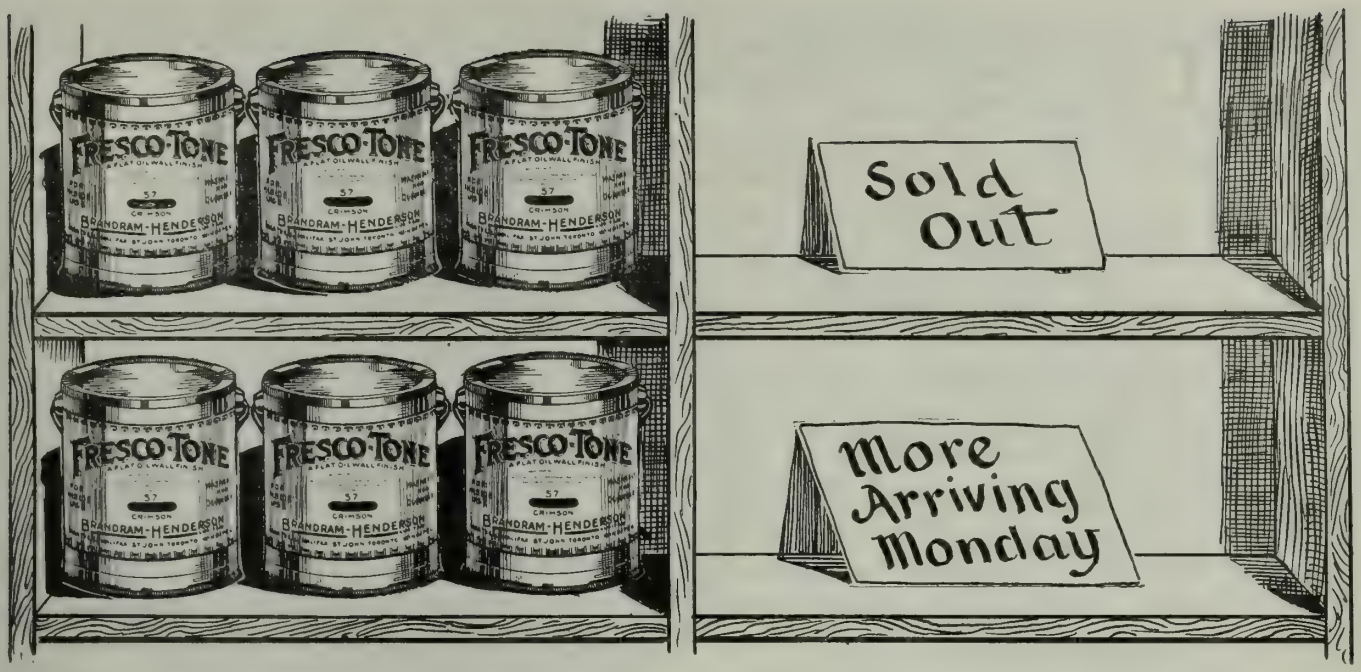
Linseed Oil.—The range in prices is the same as last week and the market is steady. Flax seed is a little weaker in Winnipeg, but oil is firm and unchanged. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single barrels	82	85
3 to 5 barrels	81	84
6 to 9 barrels	80	83

Turpentine.—The market in the South has made a good recovery after a weak spell and is now strong. Production is stated to be from 25 to 30 per cent. below last year, which is tending to strengthen the market. Local quotations on turpentine are unchanged, but firm. The following prices are being quoted in Toronto: Single barrels, 68c; 2-4 barrels, 67c; and 5-gallon lots, 75c per Imperial gallon.

White Lead to Advance.

Dry white lead has advanced in price following the advance in pig lead. An advance in the price of lead in oil may be expected almost immediately.



Fill Your Shelves With FRESCO-TONE

They will soon be emptied.

The Flat Finish vogue finds its fulfilment in

"FRESCO-TONE"

The soft, velvety finish, thoroughly sanitary and easily washed.

We predict for you a large sale of

"FRESCO-TONE"

this season. We have added five new colors to keep up with the increasing demand.

Fashion has set her seal of approval on Flat Finishes, and many of the old-fashioned color washes on walls, etc., have been replaced by the new washable Flat Oil Wall Finish,

"FRESCO-TONE"

Try an assortment, including our five new colors, to start the season with.

Our advertising display matter, show cards, window cards, etc., are very original and trade compelling—send to-day for particulars.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 30 & 2%; "Regal" Dense Smokeless Powder, 30 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Pwdr, 30 & 2%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10¼

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz.	6 25
Cherokee, doz.	8 00
Hand made, doz.	8 00
Model, doz.	8 25
Black Diamond, doz.	9 00
Samson single bit, doz. ...	9 00
Samson, single bit, handled, doz.	12 50
Samson double bit, doz....	12 50
Samson flooring axes No. 2, doz.	9 00
Single bit, doz. 6 75	9 50
Double bit 10 50	12 00
Hunters' Axes 5 00	6 00
"Boys" Axes 5 75	6 50

Bench Axes, Samson.

No. 3, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.	Montreal	Toronto
Single bbls., gal....	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list
Nuts, Hexagon, 4¾c off list
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.	Per lb.
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.
30-gal. Standard, welded....$5 50
30-gal. Standard, rivetted... 5 75
30-gal. extra heavy 8 00

BOARDS, BAKE.	Per doz.
No. 0, ⅜ inch rim, 16x22....	4 25
No. 1, ⅜ inch rim, 18x24....	4 75
No. 2, ⅜ inch rim, 18x28....	5 25
No. 3, ⅜ inch rim, 20x30....	5 90
No. 0, ¾ inch rim, 16x22....	4 60
No. 1, ¾ inch rim, 18x24....	5 30
No. 2, ¾ inch rim, 18x28....	5 60
No. 3, ¾ inch rim, 20x30....	6 30

BOARDS (Ironing).	
Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz....	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ...	19 00

BOARDS (Wash).	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass).....	4 50
Western King (Enamel)...	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 15 30
Weighted, 20 lb., per doz.. 20 25

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz....	8 40

CEMENT AND FIREBRICK.

Less than carload lots.....	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 55
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000 .....23 00	28 00
Fire brick, English..17 00	21 00
Fire brick, Am., low.23 00	25 00
Fire clay (Scotch), net ton	6 50
Fire clay, American, net ton 5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING.	Per gal.
Roofing cement (in bbls)...	0 17
Cement (in 5 and 10 gals)..	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each $35 00

COPPER.	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base..	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets ...	3 10	3 25
All bright, 52 sheets ..	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24x52 ...5 75	5 75	5 75
60 .....6 00	6 00	6 00
20x28x47 ...6 00	6 00	6 00
20x28x94 ..12 00	12 00	12 00

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9; 200 lbs., $8.75.

COKES BRIGHT.

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



We Manufacture in CANADA

EVERYTHING FOR THE PLUMBER

Everything in

Babbitt Metals.

We Carry in Stock

EVERYTHING IN METALS

Our prices will interest you.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



Consistent Big Quality

Jamieson's PAINTS AND VARNISH

Quick-Selling Value

Satisfaction of to-day means repeat orders to-morrow.

Business thrives on satisfaction and dies without it.

Jamieson's Paints and Varnish

will make your paint department well patronized and leave you a good profit.

ASK US ABOUT OUR SELLING HELPS AND AGENCY PROPOSITION

R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating
P. D. DODS & CO.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

DUCK.

Yarmouth Double 29 in.		Standard Single
7 oz. .. 0 16¾	6 oz. .. 0 11½	
8 oz. .. 0 18½	7 oz. .. 0 13	
9 oz. .. 0 20¾	8 oz. .. 0 14½	
10 oz. .. 0 23	9 oz. .. 0 16¼	
12 oz. .. 0 27¾	10 oz. .. 0 18	
15 oz. .. 0 34½	12 oz. .. 0 21½	
	15 oz. .. 0 26	

Standard, Single Filled, 36-inch.
7 oz. .... 017 10 oz. 0 23½
8 oz. .... 0 19 12 oz. 0 28½

F

FILES AND RASPS. Per cent.

Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal

Single bbls., per bbl.	18½
Three bbls. and over ...	18
Toronto.	
Any quantity, in bbls. ..	18
Drums, 40-gal., per gal..	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz. ...	4 00
Leather, 1½-in., per doz. ..	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs., and over	0 06
Masons, 5 lbs. and over ...	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... ..Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz. ...	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr. ...	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special.	
Zenith	9 00
Atlas, steel covered .. $5 25	6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.) $3 25

Steel track, 1¼ in. 4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to 3 75

Sheep skins, up to 1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs. $1 03		$0 87
5 in., doz. prs.. ..... 1 25		1 00
6 in., doz. prs. 1 35		1 03
8 in., doz. prs. 1 84		1 38
10 in., doz. prs. 3 24		2 27
12 in., doz. prs. 4 03		3 73
14 in., doz. prs. 4 59		4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ..	5 00
Over 12 in., per 100 lbs...	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10%
Corrugated, 1½ in., ft....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel....	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 in.	0 05½
1 7-16 to 3 inch	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ....$	9 50
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 60
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each....	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each $2	00

(Roped Extension).

20 ft.....$3	00	42 ft.....$ 7	95
22 ft..... 3	30	44 ft..... 8	36
24 ft..... 3	60	46 ft..... 8	74
26 ft..... 3	90	48 ft..... 9	12
28 ft..... 4	20	50 ft..... 9	50
30 ft..... 4	50	52 ft..... 11	44
32 ft..... 4	80	54 ft..... 11	88
34 ft..... 5	78	56 ft..... 12	32
36 ft..... 6	12	58 ft..... 12	76
38 ft..... 6	46	60 ft..... 13	20
40 ft..... 6	80		

(Common Extension).

20 ft. each .....$	2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each .....$	0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy .....$	11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.....	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby..	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ....$	3 35
No. 34, per doz.	12 75
No. 34X, per doz.	12 75
No. 37, per doz.	14 25
No. 042, per doz.	16 50
No. 42, per doz.	17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft.	8 25	7 50
Sheets, 3 lb. sq. ft..	8 50	6 75
Sheets, 3½ lb. sq. ft.	7 75	6 60
Sheets, 4 to 6 lbs. sq. ft.	7 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1269x12, Boxwood	4 00
1626x9, Walnut pointed ...	4 50
1628x12, Rosewood	7 50
104x24, Triple stock (net)..	21 00
104x27, Triple stock (net).	22 00
104x30, Triple stock (net).	23 15

LINES, PLOUGH.

Russia snap, per gross.....	42 00
Indian snap, per gross.....	38 00

MACHINES (WASHING).

	List	Each
Canadian .....$	5 00	
Dowswell	5 00	
Hamilton	5 75	
Re-Acting	7 50	
Snowball	8 00	
Noiseless	8 25	
Sunlight	8 75	
Momentum	8 75	
Waverley	7 50	
New Century, style "A"...	9 00	
New Century, style "B"...	10 00	
New Century, Power, style "D"	24 00	
New Idea, style "B"	11 00	
Playtime, engine drive ...	11 00	
Ideal Power	16 00	
Seafoam, electric	60 00	
Seafoam, engine drive	25 00	
New Idea, electric	80 00	
Sunshine	4 50	
Popular, No. 1	5 25	
Economic	6 00	
Champion	9 00	
Excell-All	11 00	
Blue Bell, without stand..	9 00	
Puritan Water Motor, complete	16 00	
Hydro, One Tub, engine drive	26 00	
Low pressure water motor washer, each	16 00	
Connor ball-bearing, with rack	10 25	
I X L	10 00	
Gem	8 75	
Winner	8 00	
Connor Improved	5 00	

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

This is the Paris Green Season—have you a sufficient stock of

BERGER'S PARIS GREEN

The farmers, truck gardeners and horticulturists in your vicinity all know Berger's as the standard for quality and effectiveness.

Now is the time to fill their requirements and secure the profits from this business. If your stock of Paris Green is low, send in your order and it will have our immediate attention.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Your copy is ready

Handy to handle.
Time and bother saving.
A complete selling index of 3,800 styles, sizes and finishes of

Red Devils

BETTER THAN NECESSARY TOOLS

Send to-day

Smith & Hemenway Co. Inc.
150 Chambers St.
New York, N.Y.



48 pages full of information!

MANUFACTURERS OF "RED DEVIL" TOOLS AND HARDWARE SPECIALTIES

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 17 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
New Wizard, small, doz.. 8 00
New Wizard, large 10 00
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 45 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English) 7 00
Navy (English) 6 00
Plumbers' (spun) 4 00

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b., Toronto.
Tea lead, pack, 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc), 4c.
Brass, heavy, 9½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper heavy, 13½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 .... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in., (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIN (ESCUTCHEON.)
Steel, discount, 50 per cent.
Brass, 50 per cent.

PIPE, STANDARD WROUGHT.
Buttweld. Per 100 feet.
Size. Black. Galv.
¼" and ⅜" ..... $ 2 22 $ 3 36
½" 2 72 4 00
¾" 3 11 4 83
1" 4 59 7 14
1¼" 6 21 9 66
1½" 7 43 11 55
2" 9 99 15 54
2½" 15 80 24 57
3" 20 60 32 13
3½" 24 84 38 64
4" 29 43 45 78
Lapweld.
2" .... $ 11 47 $ 17 02
2½" 16 38 25 16
3" 21 42 32 90
3½" 25 76 39 56
4" 30 52 46 87
4½" 38 10 55 88
5" 44 40 65 12
6" 57 60 84 48
7" 78 54 111 86
8"x25 lbs. per ft.. 82 50 117 50
8"x28 lbs. per ft.. 95 04 135 36
9" 113 85 162 15
10"x32 lbs. per ft. 105 60 150 40
10"x40 lbs. per ft. 135 96 193 64

PIPE (LEAD.)
Lead pipe, 9c.
Lead waste pipe, 10c.
Traps and bends, 40 p.c. off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths ... 3 45
3 inch, in 10-ft. lengths ... 4 20
4 inch, in 10-ft. lengths ... 5 53
5 inch, in 10-ft. lengths ... 7 60
6 inch, in 10-ft. lengths ... 9 25

PITCH.
Pine, black, per bbl 4 25
Pine, green, per bbl. 4 75

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs.. .. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00
Liquid veneer, 4-ozs. 2 00
Liquid veneer, 12-ozs. 4 00
Liquid veneer, quarts 8 40
Tandem metal polish paste. 6 60
Axoline brass cleaner, 100 in pkg. 6 50

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 27 p.c.; burrs, 15 p.c.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 15½
British Manila basis 13
African hemp basis 13
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 21
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

RULES BOXWOOD.
Rabone's. Per doz.
No. 1375—2 ft. .....(51).. 1 80
No. 1101—2 ft. .....(52).. 3 90
No. 1167—2 ft. .....(7).. 3 60
No. 1106—2 ft. .....(53½).. 4 10
No. 1375—3 ft. .....(66½).. 2 50
No. 1112—3 ft., hf. bound.. 6 00
No. 1190—With level 8 85
No. 1493—Brass blacks'hs.. 1 70
No. 1494—Brass blacks'hs.. 2 20

SAWS.
Simonds' Hand, 15%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SAP SPOUTS. Per 1000
Bronzed cast iron with hooks 6 00
Eureka, tinned steel, hooks 8 00

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.
Per cent.
Wood, F.H., brass 75 10 10
Wood, R.H., brass ... 70 10 10
Wood, F.H., bronze... 70 10 10
Wood, R.H., bronze... 65 10 10
Drive screws 65 10 10
Set case hardened 60 10
Square cap ..... 50 and 5
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 2 70 2 90
12 gauge 2 75 2 90
14 gauge 2 60 2 75
16 gauge 2 75 2 75
18-20 gauge 2 50 2 75
22-24 gauge 2 75 2 75
26 gauge 2 85 2 85
28 gauge 2 90 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Case lots or less, 25c per 100 extra.

Galvanized.
B.W. gauge Queen's Head Fleur-de-Lis Gorbals best best
16-20 .. 4 55 4 30 4 55
22-24 .. 4 75 4 55 4 75
26 ..... 5 00 4 80 5 00
28 ..... 5 25 5 05 5 25
Colborne Crown — 16-20 gauge, $4.35; 22-24 gauge, $4.55; 26 gauge, $4.80; 28 gauge, $5.05.

Apollo Brand. Montreal
14 gauge 4 05
16 gauge 4 05
18-20 gauge 4 25
22-24 gauge 4 35
26 gauge 4 45
28 gauge 4 95
10¾ ozs. 5 15

Youngstown "New Process," Toronto.
14 gauge 4 05
16 gauge 4 05
18-20 gauge 4 25
22-24 gauge 4 35
26 gauge 4 45
28 gauge 4 95
10¾ ozs. 5 15

FAIR PROFITS INSURED

To Every Bissell Dealer

Our established policy of *rigid maintenance* of the *advertised price* of *Bissell's Cyco Ball-Bearing Carpet Sweeper* and *Bissell's Vacuum Sweeper and Cleaner* insures a reasonable profit to every merchant who handles the Bissell line.

While dealers selling other lines are involved in a price-slashing war which jeopardizes legitimate profits, Bissell dealers remain strictly neutral, selling, at the established price, the *standard Bissell cleaning devices* for which there is always a steady, unfailing demand.

For *salability* is another advantage secured to you through the prestige of the name Bissell's. Neither Bissell's Carpet Sweepers, nor Bissell's Vacuum Sweeper and Cleaner ever need a dollar's reduction to whet public interest.

In the mind of the American woman who is your customer for a carpet sweeper or vacuum machine, *"Bissell's"* stands for the utmost that can be developed in the field of modern cleaning devices. It has embodied *progress* and *reliability* for nearly 40 years.

With the addition of the *Bissell's Vacuum Sweeper* and *Bissell's Cleaner* to the big Bissell family, you can meet the requirements of every customer.

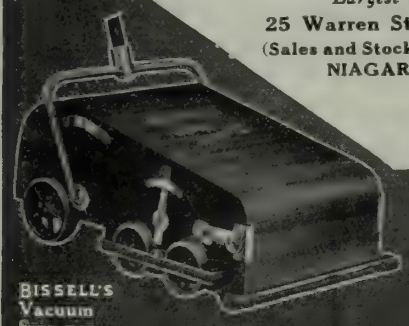
"Put your sweeping reliance in a Bissell Appliance" is the new Bissell slogan. Change this to "selling reliance" and it becomes timely advice to every dealer in the country.

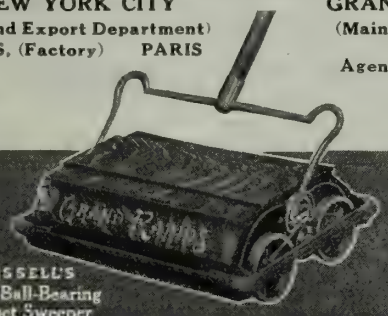
BISSELL CARPET SWEEPER CO.

Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World

25 Warren Street, NEW YORK CITY
(Sales and Stockrooms and Export Department)
NIAGARA FALLS, (Factory) PARIS

GRAND RAPIDS, MICH.
(Main Factory and General Offices)
Agencies Everywhere


BISSELL'S Vacuum Sweeper


BISSELL'S Cyco Ball-Bearing Carpet Sweeper


BISSELL'S Vacuum Cleaner

RAMSAY'S PAINT

THE COMPLETE LINE
"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.
Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to.
Write us for prices on your requirements.
"The Right Paint to Paint Right."

A. RAMSAY & SON CO.
Montreal
48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly st'dard wiping 0 25

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $3 00
Fence staples, galvanized, 25-lb. boxes 3 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..$ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.

TRESTLES.

5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each.6.00

TWINE (Binder.)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½

5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in.		10 25
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net	12 40
No. 52, doz., net	13 82
No. 63, doz., net	15 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest.
Nests of 3—0, 1 and 2	$2 11
Nests of 3—1, 2 and 3	2 48
Nests of 4—0, 1, 2 and 3	3 03

WOODWARE.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt ...1¼c ft.
Medium wood and felt ...1¼c ft.
Wide wood and felt .....2¼c ft.
All felt Frost King ....$4.40 doz

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 00

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Copper wire, 25%.
Brass wire, 3 to 24 gauge, 5%; 25 to 36 gauge, 10%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

Barb	2 72
No. 9, coil spring	2 60
No. 9, plain galvanized	2 50
No. 12, plain galvanized	2 65
No. 13, plain galvanized	2 80
O. & A., No. 10	2 60
O. & A., No. 11	2 52
O. & A., No. 12	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Canadian, 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	0 26	0 25
Part cask	0 27	0 25½

Suitable for Working Steam Pressures up to 300 Pounds.

JENKINS BROS.'

Or for Water and Air Pressures up to 500 Pounds.



Fig. 128



Fig. 260

EXTRA HEAVY BRASS GLOBE, ANGLE AND CHECK VALVES

These valves are very carefully designed, and no effort has been spared to make them representative valves of their class.

They are well proportioned, handsomely finished, and not only present a fine appearance, but have all the best and most approved features of construction necessary to meet the requirements of up-to-date practice.

Catalogue mailed FREE.



Fig. 130



Fig. 132

JENKINS BROS., LIMITED

103 St. Remi St. **Montreal**

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ...$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 3 00

COLORS (DRY)	Per lb
Raw Umber 100 lb. keg..	0 07
Burnt Umber, 100 lb. ...	0 07
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs..	0 12
Chrome green, pure	0 13
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs ...	0 36
Vermillion, English, bags.	1 40
Venetian red, best bright .	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 14
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 04
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 13
Indian red	0 16
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure .	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.
Alba-Gloss enamel 4 10
Anchor Floorlustre 1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB	1 65

GLUE.	Per lb.
French medal	0 18
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 ....10 50	
86 to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	
Under 26 ....$ 8 60	
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
City discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb
Zinc coated 0 12

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ....$	9 55	$ 9 70
"Anchor," pure	8 95	9 10
Green Seal	8 95	9 10
Brandram's B.B. Genuine 10 15		10 30
C. P. Co. decorat's pu..	8 95	9 10
Crown and Anchor, pure	9 15	9 30
Decor'or's Pure (Wpg)		9 70
Moore's Pure White Lead	8 95	9 10
Painter's Perfect	8 65	8 60
Ramsay's Pure Lead .	8 95	9 10
Ramsay's Exterior ...	8 65	8 80
Tiger Pure	8 95	9 10
"James Genuine"		11 25
Stephen's H. P. P. (Winnipeg)		9 80

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt....	7 00	7 25
Genuine, 100-pound kegs, per cwt. ..	7 37½	7 62½
casks, per 100 lbs.	6 50	6 75
Less quantity		8 50

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots..$16 50	
2 lb. pkgs., per 100 lbs...	16 50
5 lb. pkgs., per 100 lbs...	12 50
25 lb. pkgs., per 100 lbs...	11 50
100 lb. pkgs., per 100 lbs...	10 00
300 lb. kegs, per 100 lbs. ..	9 75
300 lb. pkgs., per 100 lbs....	9 25
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OIL (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED.)

	Per gallon
Sherwin - Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moor Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle..	1 70
Martin-Senour, 100 p.c. pure	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City ...	1 75
Stephens' House Paint (Winnipeg)	2 10
Stephens' Floor Paint (Winnipeg)	1 95
Silkstone Wall Color	2 25

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	20	20¾
250-lb. casks	20¼	21
100-lb. drums	21¼	22
50-lb. drums	21¼	22
25-lb. drums	21½	22½
1-lb. pack., 100 case..	23½	24¼
½-lb. pack., 100 case	25½	26¼
1-lb. tins, 100 case ...	24¼	25¼
½-lb. tins, 100 case.		27¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.
Orange Mineral, casks 9-9½
Orange Mineral, 100-lb. kegs 9½-10

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans $0 18	
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
¼ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls. ... See weekly report.		

SLATING. Gal.

2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. ....$	3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish ...	3 00
Shingletint, 5 gal. cans ...	1 15

VARNISHES.

	Per gal.	cans
Liquid Granite .....$	3 00	
Elastic Interior	3 00	
Elastic Outside	6 00	
Luxeberry, light	3 00	
Luxeberry, white	5 00	
Luxeberry, spar	4 50	
Luxeberry, spar	4 50	
Luxeberry, exterior	5 00	
Dugloss finish	3 00	
Carriage, No. 1	1 50	
Excello	2 00	
Mar-Not	2 70	
Elastic Oak	1 50	
Light oil finish	1 35	
Gold sized japan	2 00	
Baking black japan	1 35	
No. 1 black japan	0 95	
Crystal Damar	2 50	
No. 1 Damar	2 25	
Oilcloth	1 50	
House painters' white jap..	1 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams' KOPAL varnish	2 50	
Canada Paint Co.'s SUN varnish	2 25	
"Flint-Lac," coach	1 30	
B. H. Ltd., "Gold Medal," cases	1 80	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 30	
Flattine floor finish	3 00	
Stovepipe varnish, ½ pints, gross	9 00	
Pure white shellac varnish..	2 15	
Pure orange shellac varnish	2 00	
No. 1 orange shellac varnish	1 85	
Kyanize floor finish	3 25	
Kyanize cabinet rubbing ..	3 25	
Kyanize spar	4 25	
Kyanize stains	3 25	

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07¼
Standard	0 06⅝
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 10

ZINC (DRY.)

Extra Red Seal, V.M.	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 15-16	
No. 1, in 25-lb. irons.....10-11	
No. 2, in 25-lb. irons.....	8-9
Pure in Damar Varnish..	0 25
Superfine 12	00

When You Want an Order Filled in a Hurry—*Send It To Us!*

Our Warehouse Department ships same day as order received.
Our shops are equipped to make up special orders and ship promptly.
Our tracing department follows rush orders through to destination, insuring prompt delivery.
We protect our customers on prices, allowing a good margin for profit.

SEND FOR OUR MONTHLY STOCK LIST.
IT LISTS OUR STOCK ON HAND OF

Bars	Tees	Rails	Sheets	Turnbuckles	Bolts
Tubes	Plates	Nuts	Rivets	Spikes	Angles

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 65c; tarred, felt, 8 and 10 oz., $1.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent., off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 75	6 00
28 Am. or 26 Eng.	5 50	5 75
26 Am. or 26 spec'l	5 25	5 50
24 Am. and Eng..	4 85	5 10
22 Am. and Eng...	4 85	5 10
18 & 20 Am. & Eng.	4 75	5 00
16 Am. and Eng...	4 60	4 85

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. .. 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Galvanized.	Tin
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 25½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9; 1¼, $12.15; 1½, $14.40; 2, $19.45. Galvanized—2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55; 6 inch, $72.

PLASTER. Paris, per bbl., $3.25

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 16c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

$11.20.

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.20; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Pure white lead, ton lots, $9.70; less than ton lots, $10.

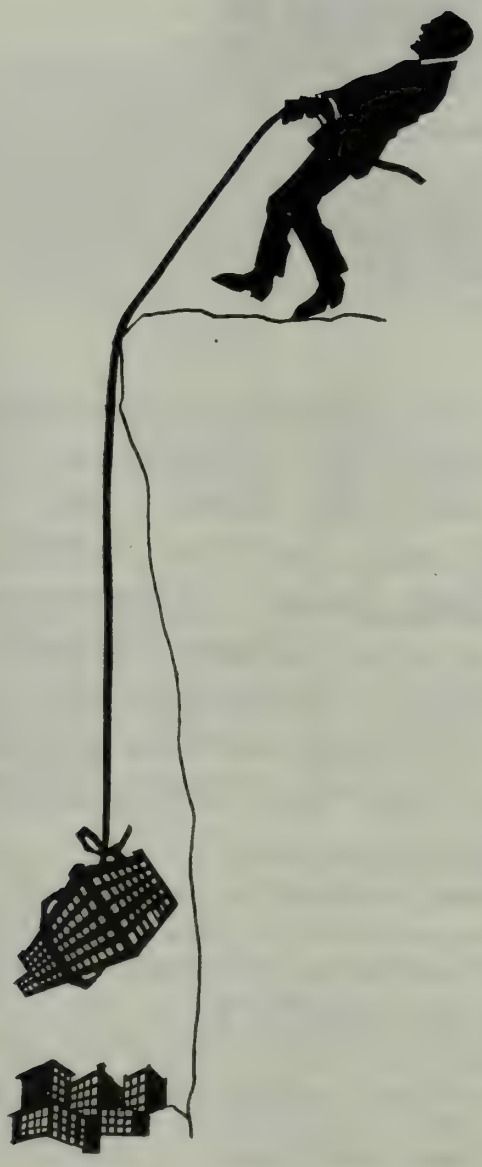
WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B.; $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100-ft. rolls. $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



"Elevating The Commonplace"

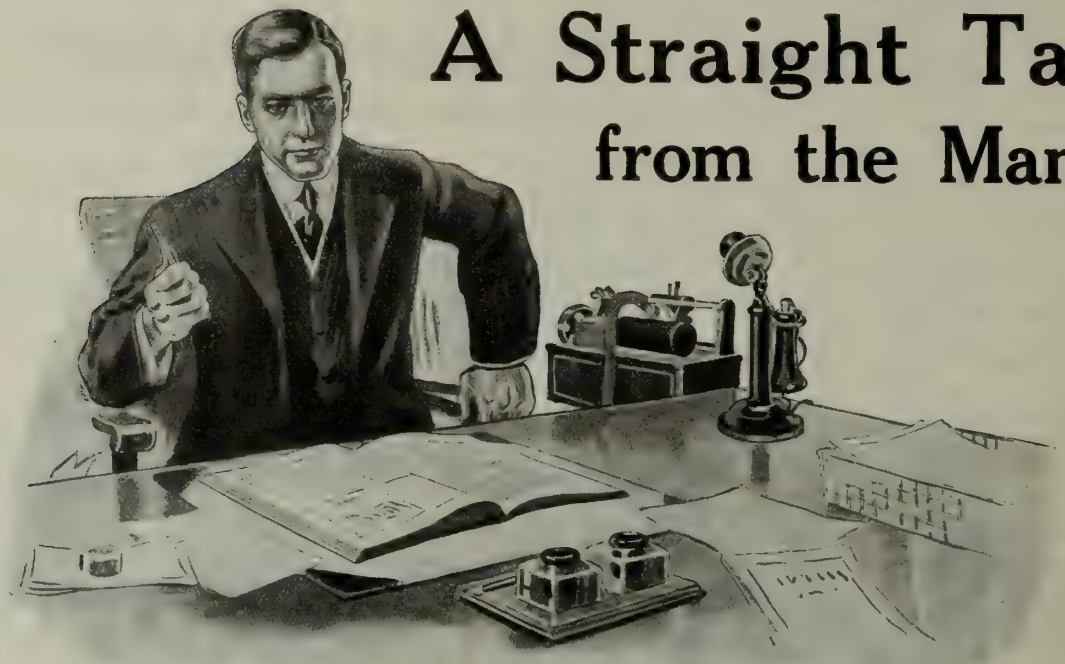
The popular conception of Wholesale Hardware Merchandising is that goods are bought from the Manufacturers long in advance of an actual demand, then they are carried in stock until ordered by the Retail Merchant, and that he in his turn disposes of them to the Consumer.

This, we say, is the popular conception of a Wholesale Hardware Business; just a spoke in the wheel of distribution, a necessary evil, perhaps.

In many cases this might be right, but it is not applicable to "The Big Winnipeg House." We have taken the Commonplace and coupled it to an Ideal. Daily we are weaving Romance into the Hardware Business and seeking to raise it to a higher plane by strict adherence to our policy of selling only Merchandise—plus —Service.

This is our Ideal, and our aim is to foster and develop it.

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"



A Straight Talk from the Manager

When Answering Ads

AT the regular subscription price, each copy of Hardware and Metal costs only $3\frac{11}{13}$ cents—less than you would pay for an ordinary blank scribbling book. The revenue from this source alone, would not be sufficient to maintain the invaluable Dominion-wide service given its readers by Hardware and Metal.

Without its advertising revenue, any trade paper would have to charge an exceedingly high price in order to give a service worth while. This would naturally curtail its usefulness by cutting down the number of its subscribers.

Advertisers use space in trade papers to help them interest retailers in selling more of their goods—to their mutual profit. It is, at times, difficult for them to judge whether their advertising is accomplishing the desired result. But it would not be difficult if subscribers made it a point when writing advertisers to mention the paper in which they noticed the advertisement.

Now consider this: The value of Hardware and Metal to you depends upon the quality of service given; the service given depends largely upon the advertising revenue; the advertising revenue depends upon the interest which you, as a retail hardware merchant, show in the advertisements. For the advertising revenue is easily maintained, when advertisers realize, beyond a doubt, that their investment is earning dividends.

And so you can see where it is going to pay YOU to mention Hardware and Metal when writing our advertisers.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED TO HEAR FROM OWNER OF good hardware store for sale. Send price and description. D. F. Bush, Minneapolis, Minn. (23)

MANUFACTURERS' AGENT IN VANcouver seeks correspondence with manufacturers who desire to do business in British Columbia. Commission basis on approved orders. Been covering territory for three years, and have wide connection with best buyers. Highest possible reference as to salesmanship and reliability. Manufacturers wishing to do business permanently at a minimum of expense should communicate at once. Box 186, Hardware and Metal. (24)

FOR SALE

FOR SALE—HARDWARE BUSINESS IN the best mining district of Northern Ontario. Stock about $6,000.00. Will either sell or rent buildings. Fine surroundings and splendid opportunity. Purely personal reasons for selling. Box 192, Hardware & Metal. (25)

THE PROPRIETOR OF LETTERS PATENT No. 126215, relating to "Pump device," desires to dispose of the patent or to grant License to Interested Parties at reasonable terms with a view to the adequate working of the Patent in Canada.
Inquiries to be addressed to the patentees, Aktiebolaget Ingeniorsfirma Fritz Egnell, Stockholm, Sweden. (23)

SITUATIONS VACANT

WANTED — RELIABLÆ ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

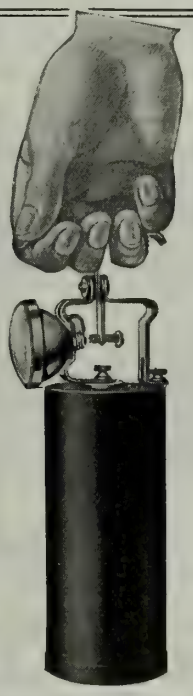
THE KYLE MALLEABLE CASTINGS CO.

MERRICKVILLE, ONT.

A SEED DEPARTMENT
will add to your profits.

Kelway Langport England

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the **actual WHOLESALE growers** for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**



"VERILITE" BATTERY ATTACHMENT

The most efficient on the market.

$7.80 per doz.

Each packed in a neat carton to retail at $1.00.

Fits any No. 6 Battery and makes a lantern safer and more economical than any on the market.

Send a trial order for a dozen, you'll be surprised how quickly they sell.

The Duncan Electrical Mfg. Co., Limited

86 Grey Nun Street, Montreal, P.Q.

Sales Agents: Saunders & Wainwright, St. Nicholas Bldg., Montreal.

When answering an ad. on this page tell the advertiser where you saw it.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

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Signed .....

Town .....Province .....

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

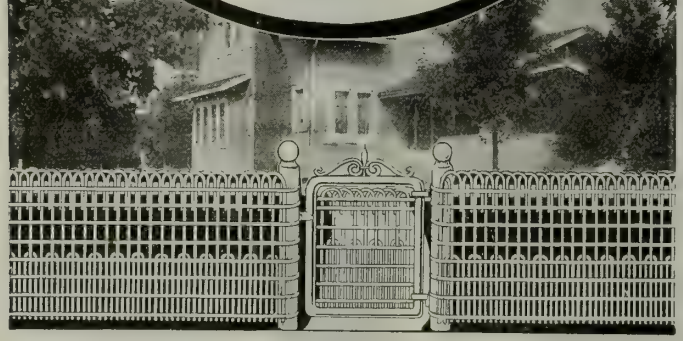
Peerless Ornamental Fencing

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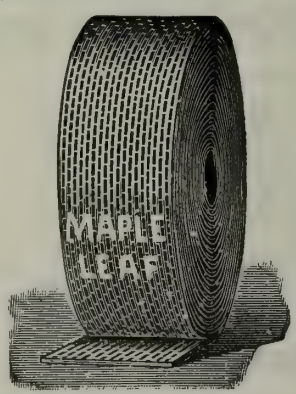
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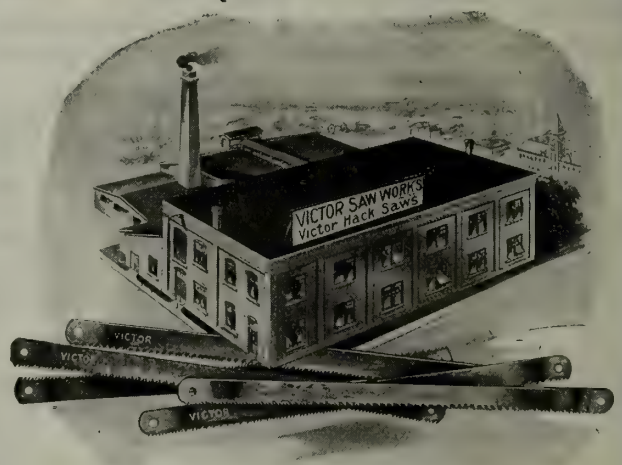
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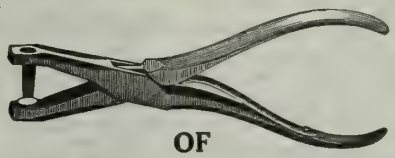


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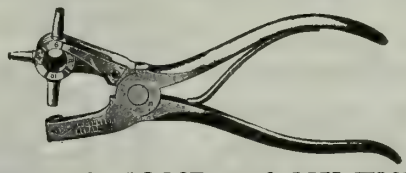
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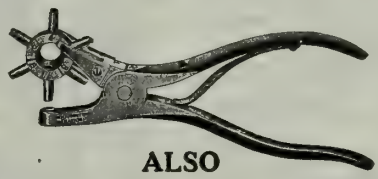
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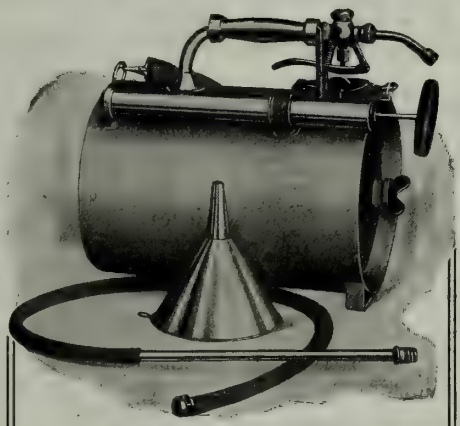
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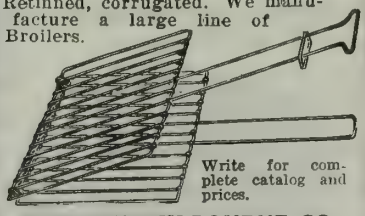
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G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

End Cutting Nippers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse.
MacKenzie Bros., Winnipeg, Man.

Fanlight Gear.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash & Screen.
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.

Fire Brick.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Door Fixtures.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.

Fishing Tackle.
Andrew B. Hendryx Co., New Haven.
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags.
Scythes & Co., Toronto.

Flashlights, Electric.
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Toronto.
MacKenzie Bros., Winnipeg, Man.

Floor Springs.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Flint Paper.
Jno. Oakey & Sons, Ltd., London.

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Landers, Frary & Clark, New Britain.
Peck, Stow & Wilcox Co., Southington, Conn.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Force Cups.
Canadian Consolidated Rubber Co., Montreal.

Forgings.
The Steel Co. of Canada, Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Friction Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Funnels.
Sheet Metal Products Co., Ltd., Toronto.
E. T. Wright Co., Hamilton.

Gaffs, Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.

Galvanized Iron.
Dominion Sheet Metal Co., Hamilton.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Galvanized Steel Tanks.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Galvanized Ware.
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Galvanized Wire.
Dominion Iron and Steel Co., Ltd., Sydney.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

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Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Garage Hardware.
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Lewis Bros., Ltd., Montreal.
Star Mfg. Co., Carpentersville, Ill.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Wks., New Britain, Conn.

Garbage Cans.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
Soren Bros., Toronto.
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Doust Specialty Co., Ltd., Toronto.
Eureka Planter Co., Woodstock, Ont.
C. S. Norcross & Sons, Bushnell, Ill.

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Wayne Oil Tank & Pump Co., Woodstock, Ont.

Gates.
Frost Wire Fence Co., Ltd., Hamilton, Ont.

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Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Miller, Morse Hdwe. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.

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Smith & Hemenway Co., New York.

Glass, Ornamental.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

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Glass Paper.
A. Ramsay & Son, Montreal.
Jno. Oakey & Sons, Ltd., London Eng.

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Toronto Plate Glass Importing Co., Toronto.
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G. F. Stephens & Co., Winnipeg.

Glue.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

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Buck Bros., Milbury, Mass.
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Richards-Wilcox Mfg. Co., London.

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Still, J. H., Mfg. Co., St. Thomas.

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The Stanley Works, New Britain, Conn.

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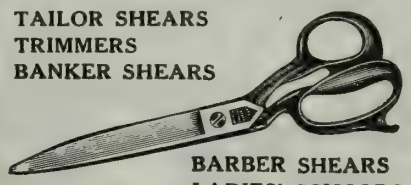
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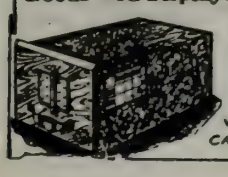
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Sheet Metal Products Co., Ltd., Toronto.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

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Canadian Consolidated Rubber Co. Montreal.

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Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.

Razors.
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Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
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MacKenzie Bros., Winnipeg, Man.
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Registers.
Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

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Bird & Son, East Walpole, Mass.
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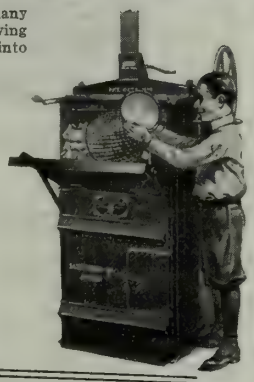
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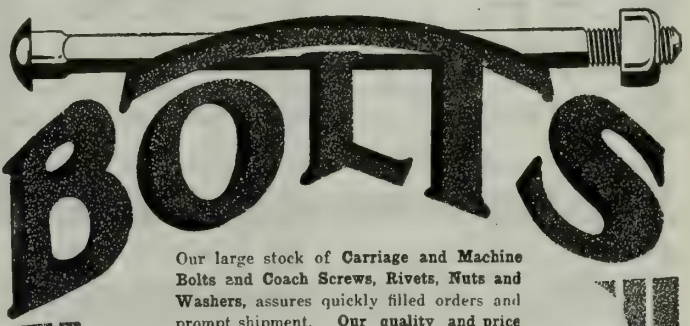
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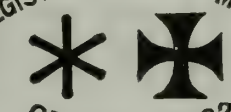
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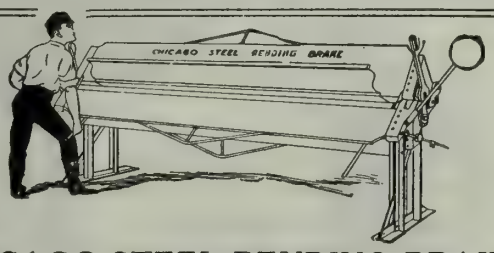
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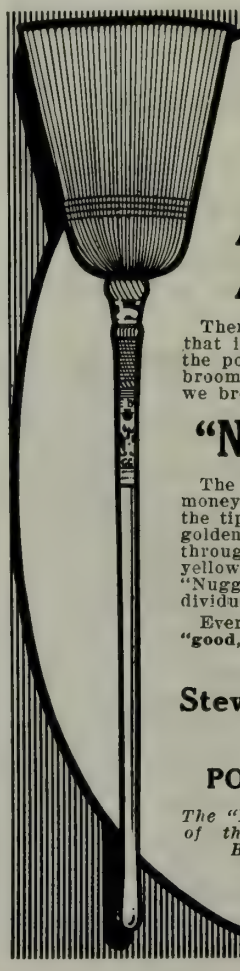
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Hamilton, Ont.



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Every scale in our line is guaranteed to be sensitive and accurate, giving justice to both the buyer and the seller. They are legal for use under the weights and measures laws of the Dominion. The best material is used in their construction, great care taken in their assembling, and with proper handling these scales will last a lifetime. Fully guaranteed to be perfect in material and workmanship and to give absolutely correct register on all weights up to their capacity.

Chatillon products are a standard gauge of Quality.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's Profitable.

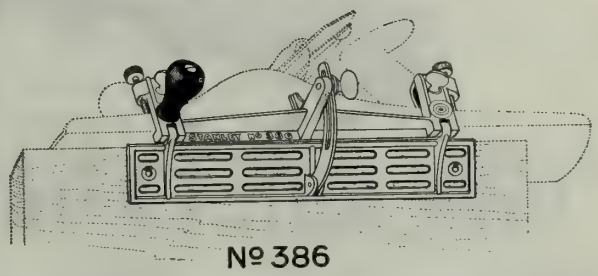
Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

Stanley Tools



№ 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workman to plane bevels of any angle between 30 and 90 degrees, or to square up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as to insure its being absolutely rigid when in use.

All parts except the knob are of metal and the joints and bearing surfaces are machined.

Show this new Gauge to your wood-working customers. You will find them to be greatly interested. Special circular containing complete description upon request.

Manufactured by

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

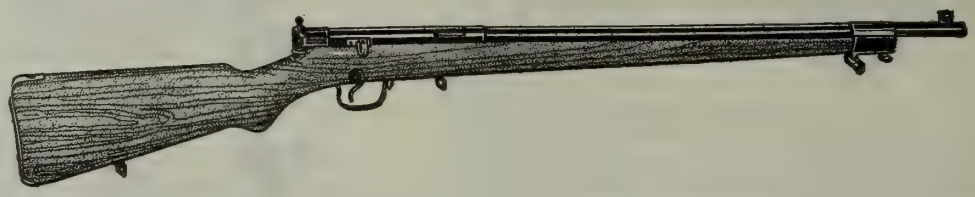
Patriotic Profit

Pushing the sale of Ross Cadet Rifles helps to train Canadians in the art of shooting, and to prepare them to fitly do their duty.

The Ross Cadet is a .22 Calibre rifle whose sturdy qualities endear it to its possessors.

It retails at $12.00, and every dealer has some customers who would willingly purchase one.

Make the suggestion by a window display.



Ross Rifle Company, Quebec, Que.

WIRE NAILS

ANY SIZE OR PATTERN

One Quality—The Best

WIRE BALE TIES

for baling hay, pulp, box shooks and many other things.

POULTRY NETTING STAPLES — Bright or galvanized.

WIRE FENCE STAPLES.

WIRE — Bright, annealed, coppered stove pipe, liquor finished, square, etc.

We are exclusive manufacturers for Canada of the Carnegie Steel Co.'s

BRAINARD PATENT STEEL BARREL HOOP

for All Slack Cooperage.

Try our quality and service — then you'll order again and again.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

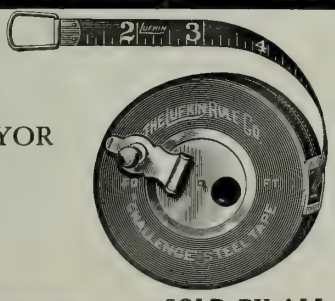
When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN





SOLD BY ALL JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number Three



"Honor" you say—"What's that got to do with Galvanized Sheets?" Why, bless you, it's the whole thing. There's so many ways of "skinning the cost"—low Spelter—thin coating—poor Black Sheets—bum inspection—that the average buyer don't know how to get protection, and especially during these times. Better play safe by using "PREMIER" Galvanized Steel Sheets—Made on Honor—by experts—in Canada.

TINKER TOM.

Look for Talk No. 4 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

16-P

THE OLDEST
ESTABLISHED
1852
IN CANADA



1867. Used at the Time of the Confederation

D JONES

Manufacturing Co. Ltd

Gananoque, Ontario.



Used on Every Railway in Canada.

HANDLES

All second-growth White Ash – Long – Regular 'D' – and Our improved patent Split 'D'

BLADES

Special Analysis high Carbon Steel Rolled from Solid Bar One piece Blades all double-tempered

DURABILITY

All our Shovels are made with Thick Centres graduating towards Edges Thus retaining

PERFECT SHAPE

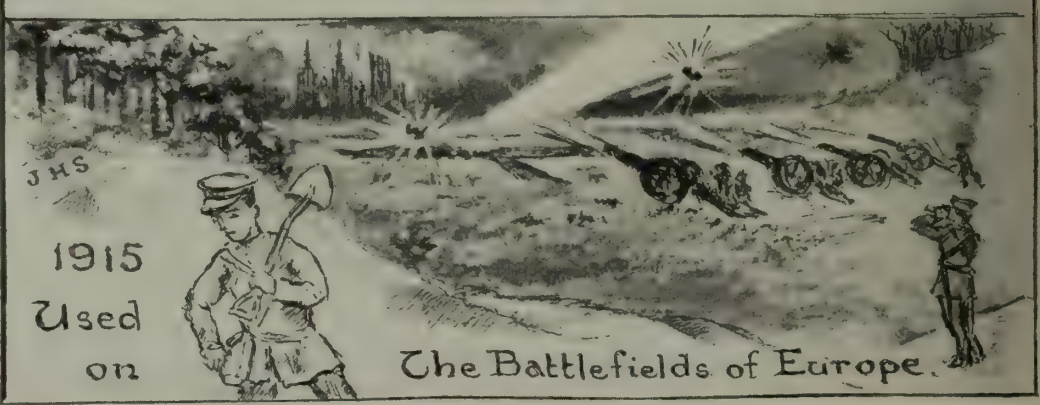
until worn out

SOLD BY ALL JOBBERS

'OLD RELIABLE'

Solid One-piece Shovels

Cost no more than other makes



1915 Used on The Battlefields of Europe.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 June 12
No. 24 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA



CFM

Made in Canada

Fairbanks Household Scales

10 lbs. Capacity with no loose weights.

A single sliding poise will handle all weights up to the full capacity of the scale. The beam is graduated to ounces.

The beam and poise are nickel plated, the scoop is tin, and the standard painted black.

Fairbanks Household Scales were designed to take the place of the old Spring Balances which have been condemned by the Government.

We have issued an attractive circular illustrating this scale and will be glad to supply it free of charge to dealers stocking these scales.

BUILT WITH THE USUAL FAIRBANKS ACCURACY.

The Canadian Fairbanks-Morse Co., Limited

St. John Montreal Quebec Ottawa Toronto Hamilton
Winnipeg Saskatoon Calgary Edmonton Vancouver Victoria

Net Price
$2.60
f.o.b. Sherbrooke

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

Building Paper and Roofing Felts

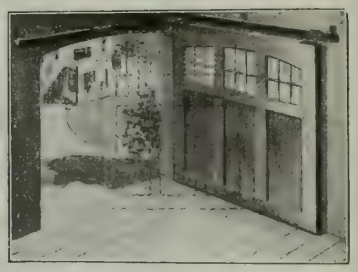
Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

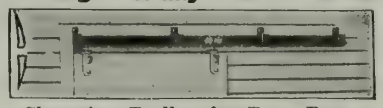
Orders Promptly Filled





Parallel Doors for Garage, Drive, Barn or Warehouse

"A Hanger for any door that slides."



Champion Trolley for Barn Doors.

Angle Door Hangers for Garage or Barn

ARE YOU A MEMBER OF THE "R-W" FAMILY?

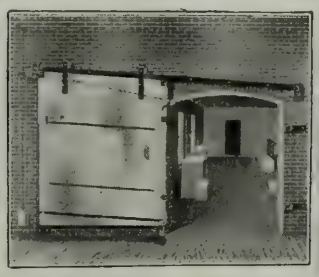
It's growing fast!

Fire Door Hardware, All Kinds.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Folding Door Hangers for Schools







They are All in the Market for Carborundum Products

THE carpenter, the farmer, the man of the house, the housewife—they all find that there is nothing harder, sharper, faster cutting than Carborundum—nothing so genuinely efficient in making every edge tool a sharp tool.—You can sell Carborundum stones, strops, hones, knife sharpeners and grinders to anyone who has tools to sharpen—and nearly everyone has.

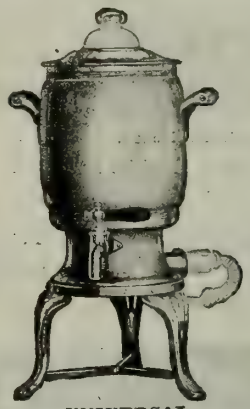
It's Profitable to be a Carborundum Dealer

Send for catalog, trade helps, display material, etc.

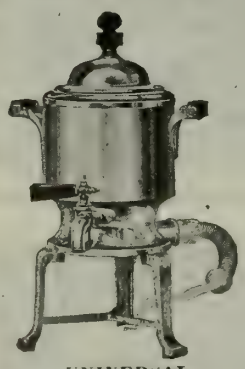
THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

Hot Weather Helps

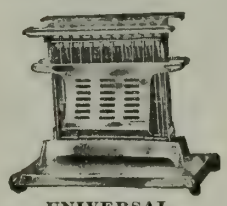
For the Dining Room



UNIVERSAL
Electric Coffee Urn



UNIVERSAL
Electric Tea Ball
Samovar



UNIVERSAL
Electric Toaster



UNIVERSAL
Electric Boiler

Show the goods that make summer housework easier and you'll make every woman in your vicinity a customer.

During the summer months there is an ever-increasing demand among housekeepers for those appliances which lessen and lighten housework, and the dealer who shows a well-known line of these goods has the advantage over competitors who carry unknown, untried brands.

UNIVERSAL Home Needs

are known everywhere—known for their superior construction, their practicability and their many exclusive, patented features which make for the highest efficiency in operation. These features are strong selling points which seldom fail to complete the sale.

Prepare for this summer demand by making your stock of UNIVERSAL Home Needs complete. Feature the various appliances in your windows, on your counters and in your local advertising. In this way you'll gain the trade of the housekeeper to her advantage as well as your own.

For the Kitchen



UNIVERSAL
Bread Maker



UNIVERSAL
Coffee Percolator



UNIVERSAL
Mayonnaise Mixer



UNIVERSAL
Electric Iron

UNIVERSAL

For prices, etc., write to your Jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

New Britain - - - Conn.

GOLD COIN L. B. Ltd.

GOLD COIN

GOLD COIN L. B. Ltd.

IS

BENEFICIAL TO EVERYBODY

AND THE

GOLD COIN ELECTRIC IRON

IS A

BOON TO EVERY HOUSEHOLD

Highest in Efficiency

Send for Sample.



Lowest in Price

Send for Sample.

We have the best proposition of any jobbing house or manufacturer in Canada.

Name the largest quantity that you can buy and our price will surprise you.

GOLD COIN MEANS REAL MONEY

GOLD COIN L. B. Ltd.

LEWIS BROS., LIMITED

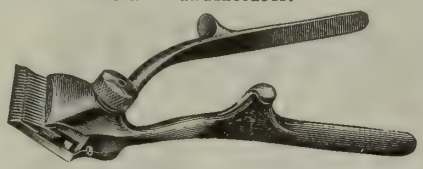
MONTREAL

GOLD COIN L. B. Ltd.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

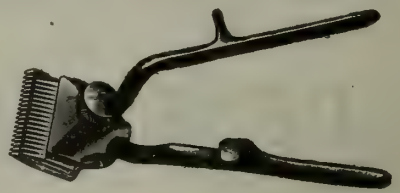
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



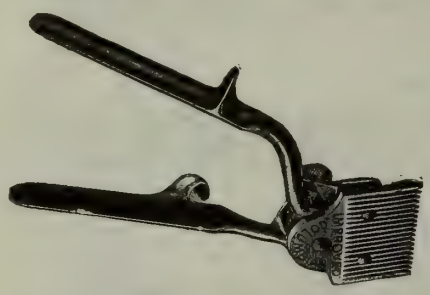
STANDARD No. 0, No. 1, and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

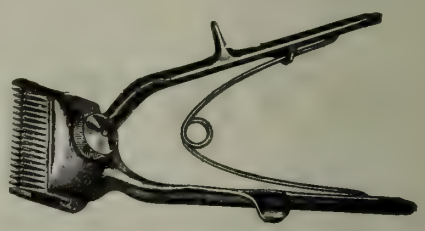
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.

Trimo Tools are World-Renowned



Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6″, 8″, 10″, 14″ only.

Nut Guards prevent accidental rotation of the adjusting nut.



NUT WITH NUT GUARDS



These wrenches have unbreakable Steel Frames in leading sizes!!

Send for Catalog No. 150

STEEL HANDLE

WOOD HANDLE

TRIMONT MFG. CO., 55-71 Amory St., Roxbury, Mass., U.S.A.



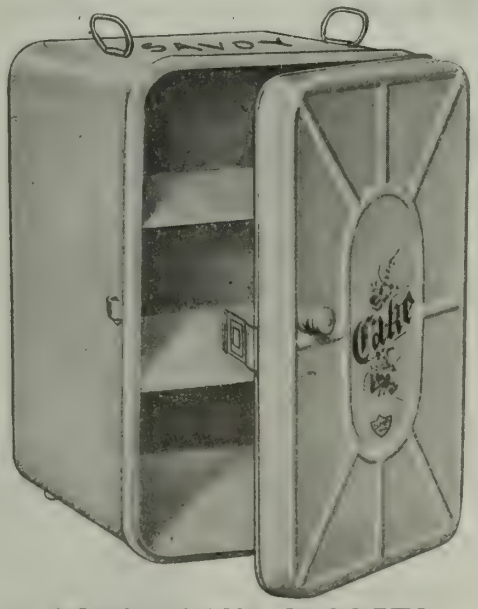
SAVOY BREAD BOXES

No. 15—Size, inches . . 13 x 9½ x 10¼
No. 25—Size, inches . 15½ x 10½ x 12
No. 35—Size, inches . 18 x 12¼ x 13¾
Round Corners — Seamless Covers.
Two Finishes—White Enamel and Pearl Gray.



SAVOY CAKE BOXES

No. 350—Size, inches 18 x 12¼ x 13¾
Round Corners—Seamless Covers.
Trays — Round Cornered — 6 inches deep.
Two Finishes—White Enamel and Pearl Gray.



SAVOY CAKE CLOSETS

No. 3500—Size, inches 12¼ x 13¾ x 18⅜
Round Corners—Seamless Doors.
Shelves—22 gauge tinned iron.
Two Finishes—White Enamel, Pearl Gray.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



Imperial Carbide

"The kind you'll sell most of"

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you.

Write us to-day while you think of it.

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

BUTTERFIELD

TAPS, DIES AND REAMERS

The Biggest Tools for their size on the market

or in other words they are tools that **accomplish the greatest amount of work in a given time and last longer.**

Butterfield Tools are in a big demand by all who know.

Their value to the mechanic is unprecedented.



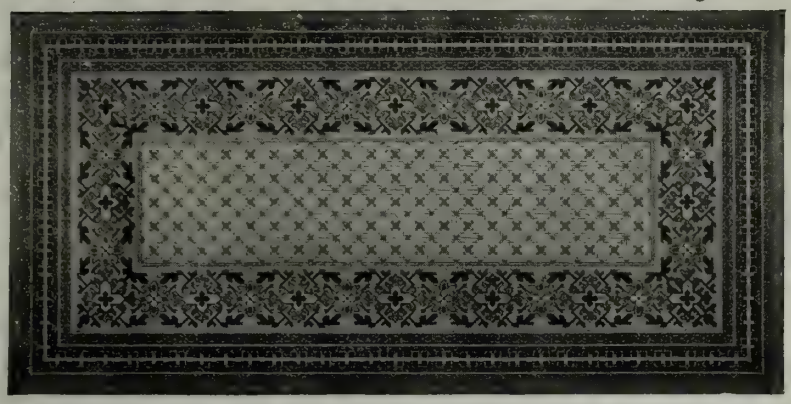


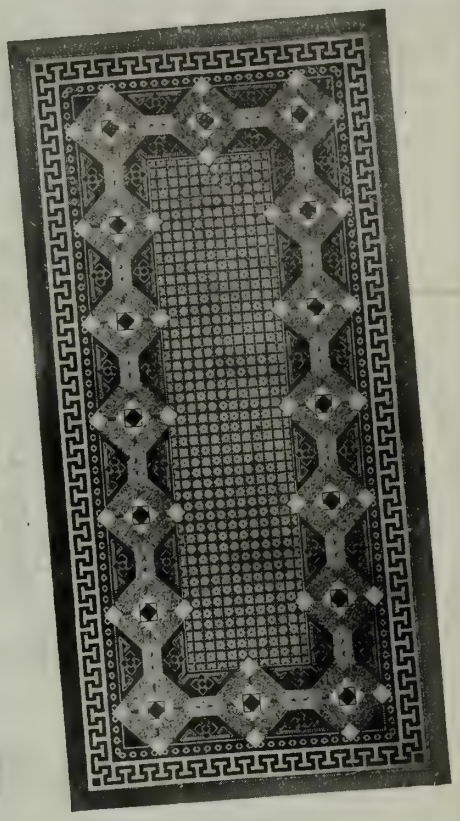
Butterfield Tools are self-advertising—the user invariably recommends them to his fellow-workmen with a result that you get many new customers without the slightest effort.

Do not delay a minute longer—the sooner you stock Butterfield Tools the sooner you start on the road to better business.

Drop a line for full details.

BUTTERFIELD & CO. INC.
ROCK ISLAND, QUEBEC
DERBY LINE, VT.





CONGOLEUM RUGS

In Handsomely Colored Designs.

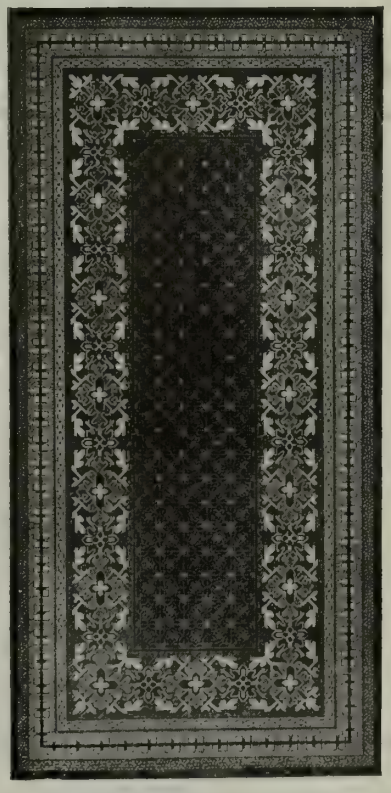
THESE RUGS ARE JUST WHAT ARE NEEDED

THEY'RE so clean and nice looking and the designs are in such good taste.

They can be left outdoors on the verandah all summer. They can be washed with the hose —because they are waterproof, and they will not fade or get weather-stained.

SPECIAL FEATURES

Congoleum Rugs are entirely a new product; they lie flat and firm without nailing and never curl or "kick-up" at the edges. They are sanitary and washable because they are waterproof. They are very serviceable and the **extensive and attractive advertising campaign conducted by the makers means a big demand.**



THE PROFIT IS GOOD

SAMPLES AND PRICES ON APPLICATION

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUY MADE-IN-CANADA GOODS

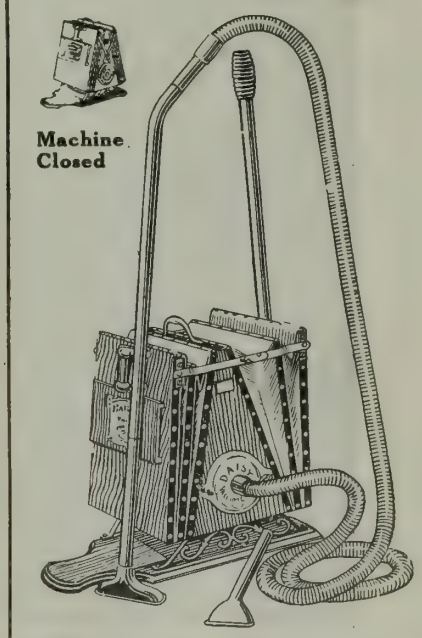
All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



THE
"BABY DAISY," $20.40

Handsomely made in Solid Oak, with nickel-plated fittings; has quadruple bellows and is collapsible. Complete with 6 ft. hose, carpet nozzle, upholstery nozzle, lengthening tube, lever, and round brush.

EVERY DAY

lorry loads of Daisy Vacuum Cleaners are sent on their way to our agents, who are doing such an excellent business with them.

THE DAISY VACUUM CLEANER

Every machine is made in the very centre of the hardware industry of the best British materials, by the most expert British workmen; in every sense of the word Daisy Vacuum Cleaners are **BRITISH**

Remember that the agents reap the advantage of having no competition in the way of manufacturers doing a direct trade.

We want Hardwaremen to write for our Trade Terms and Booklet 77, which shows the large range of models we are making.

The Daisy Vacuum Cleaner Co., Limited

Leamington Road, Gravelly Hill, Birmingham.

Telegrams: "Ileklean, Birmingham." Telephone: 405 and 406 East. ABC Code, 5th Edition.

CONTRACTORS TO THE BRITISH GOVERNMENT

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

STAPLES

BOLTS AND NUTS

THE STEEL COMPANY OF CANADA LIMITED



IRON AND STEEL BARS

"TIGER" WHITE LEAD

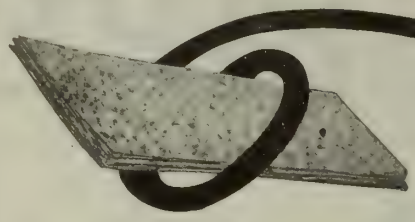


Tacks,
Wood and Machine Screws,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails.
(MRM & Bell) (MRM)
Putty.

Quality Guaranteed **Prompt Shipments**

SALES OFFICES

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX



This Double-Diamond Stencil On Sheet Metal Brings More Business

Toncan Metal Sheets and Products will bring your customers back with other jobs for you.

Besides they will advertise you to their friends, relatives and neighbors, because of the satisfaction derived.

TONCAN METAL

Toncan Metal Sheets Resist Rust and Corrosion

Lay in a stock of Toncan Metal Sheets and Products before your competitor does.

GET PRICES FROM

The Pedlar People, Ltd., Oshawa, Ont., Canadian Distributers

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

Galvanized Steel TANKS



Made in All Sizes Any Style

Write for Catalog—Keep it Handy

Shipments made same day order received.

The Heller-Aller Co.

Windsor, Ontario

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

"Quality First"

ADVANCE IN PRICES

Please note that LIST prices of the following Galvanized goods are hereby advanced 50 cents per square (or per 100 square feet):—

Galvanized Eastlake Shingles
Galvanized Siding (all kinds)
Galvanized Corrugated Iron
Galvanized "Flat" Roofing
Galvanized Cluster Spanish Tiles

Prices for sundries for the above (Ridge, Hip, Corner Cap, etc.) remain as before.

Discount Remains Same as Before.

Prices for the following goods are entirely withdrawn:—

Galvanized "Empire" Shingles
Galvanized "Eureka" Tiles of Spanish, Diamond and Gothic Patterns
Stamped Zinc Work
Spun Zinc Half-Balls

Quotations will be given on receipt of enquiry stating quantity required.

There is no advance in prices of Painted Goods, nor on Metallic Ceiling material.

The above changes apply to Eastern Canada only, and are necessitated by the abnormal increase in the cost of raw material, owing to the war.

The Metallic Roofing Company, Limited

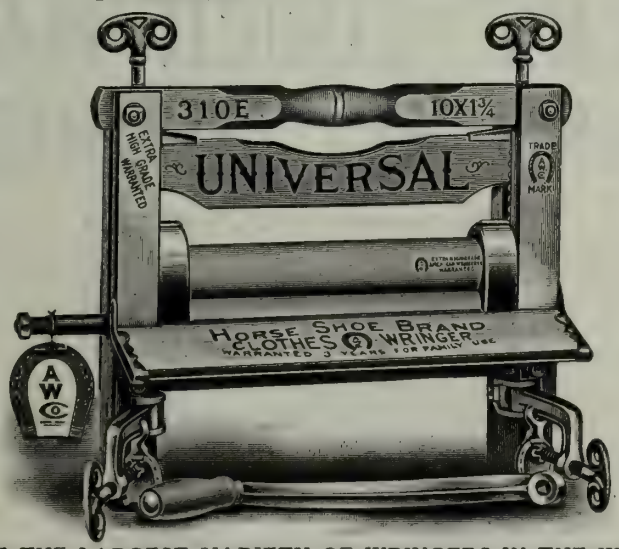
Toronto, June 9th, 1915 **MANUFACTURERS** **Toronto and Winnipeg**

HORSE-SHOE BRAND WRINGERS

WARRANTED as to quality. **WARRANTED** to give satisfaction. **WARRANTED** as to price

Plain Bearings and Steel Ball Bearings

Enclosed Cog Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1¾ inches
11 x 1¾ inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

Quick Hot Water at a Big Saving
——of Gas——

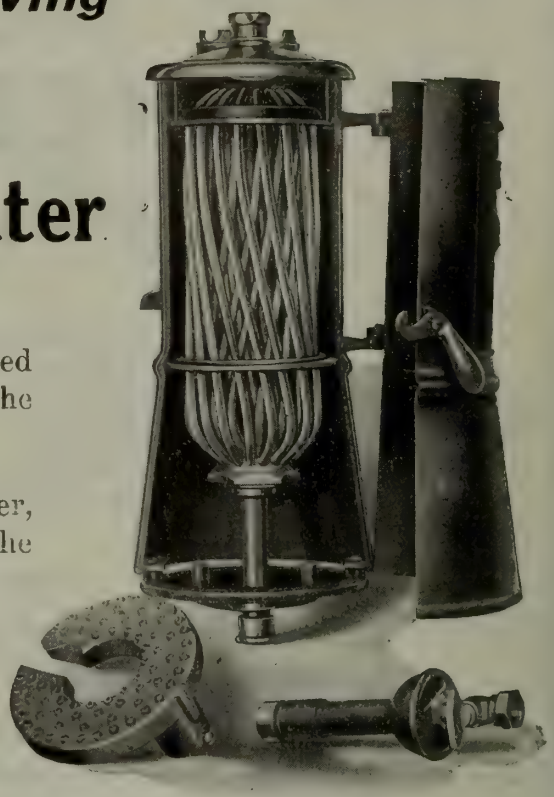
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co.

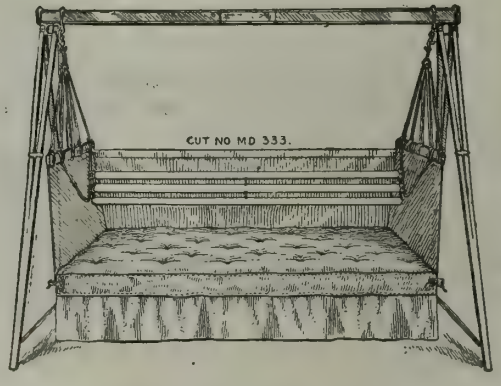
Limited

93-97 Adelaide Street West, Toronto

THE PALMER'S PATENTED

HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES

New York Office:
55 Worth St.



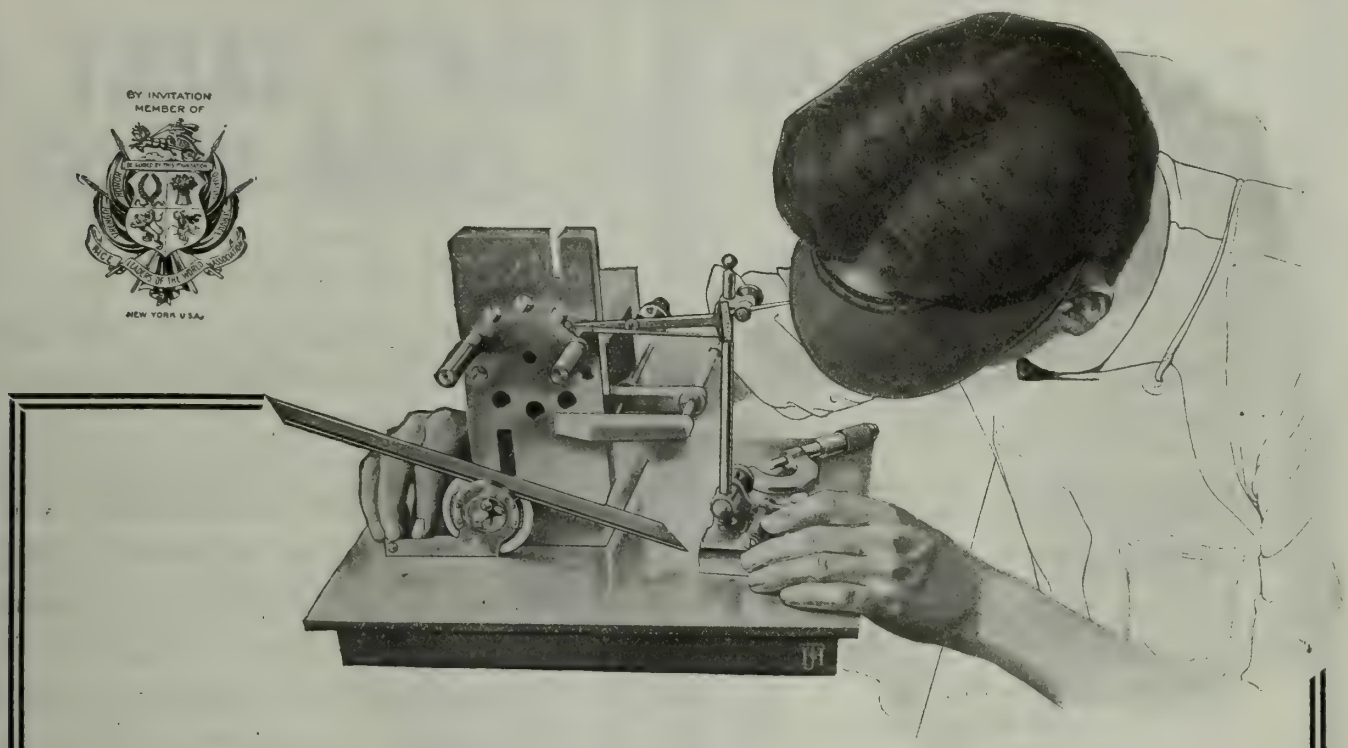
Canadian Office:
200 McGill St., Montreal
R. N. Scott, Representative
Write for Catalogs and Price List.

THE I. E. PALMER CO.

ARAWANA MILLS **MIDDLETOWN, CONN., U. S. A.**

Hardware Dealers——

An exact duplicate of the ad. below appears in the June 10th and 17th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Tools

Every good toolmaker and machinist accepts Starrett Tools as the standard for accuracy because they are always perfectly reliable and are designed for convenience and efficiency.

Surface Gages

This line includes five styles of surface gages. The most complete type is the Universal Surface Gage No. 257 shown here; sizes 9″, 12″, and 18″ spindles. Prices $3.00 to $4.00.

Protractors

The protractor shown here is the Universal bevel protractor No. 362 with vernier for use by toolmakers and machinists in measuring and laying out angles. Sizes 7″ to 12″. Prices $8.00 to $11.75, depending on attachments.

Test Indicator

The segment test indicator No. 64 shown here is useful for testing of work in the lathe, for turning, chucking, or locating on face plate. It may also be used on jig work and other bench jobs in connection with any of our surface gages. Price complete $3.50.

Send for Catalog

If you are interested in the purchase of fine tools, send for free copy of catalog No. 20M.A., giving prices of 2100 styles and sizes.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

42-452

Starrett Tools
The Standard Instruments of Precision

The TIME--The PLACE --And the FILE!

NOW is the time to make YOUR STORE the place where farmers flock for the "FAMOUS FIVE" Mower Files:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)

Bumper crops should make this year the *best ever* in Mower Files. And the fact that we supply 90% of Canada's file requirements gives you an idea of what you can expect with the "Famous Five."

Behind them are 50 years' experience—5 great plants —a 60,000,000 yearly output —and a record of 90% of the country's file-trade. No wonder the "Famous Five" *win and hold* trade wherever they go into service.

NICHOLSON FILE CO.

Jobbers Everywhere

PORT HOPE ONTARIO

DON'T CARRY A LARGE STOCK

of chain-blocks, as of course you will be obliged to do if you deal in foreign-made blocks.

Be a Morris Dealer and carry just one or two of each size. Our stock of chain-blocks is the biggest in Canada, and every order is shipped the same day we receive instructions.

Some dealers make no attempt to handle chain-blocks, thinking a big stock necessary, and not wishing to be responsible for foreign-made articles.

Morris Chain-Blocks are built and stocked in Toronto and completely satisfy both objections. You should look into this useful addition to your lines. Your customers will make it worth while.

THE HERBERT MORRIS CRANE & HOIST COMPANY, Limited,

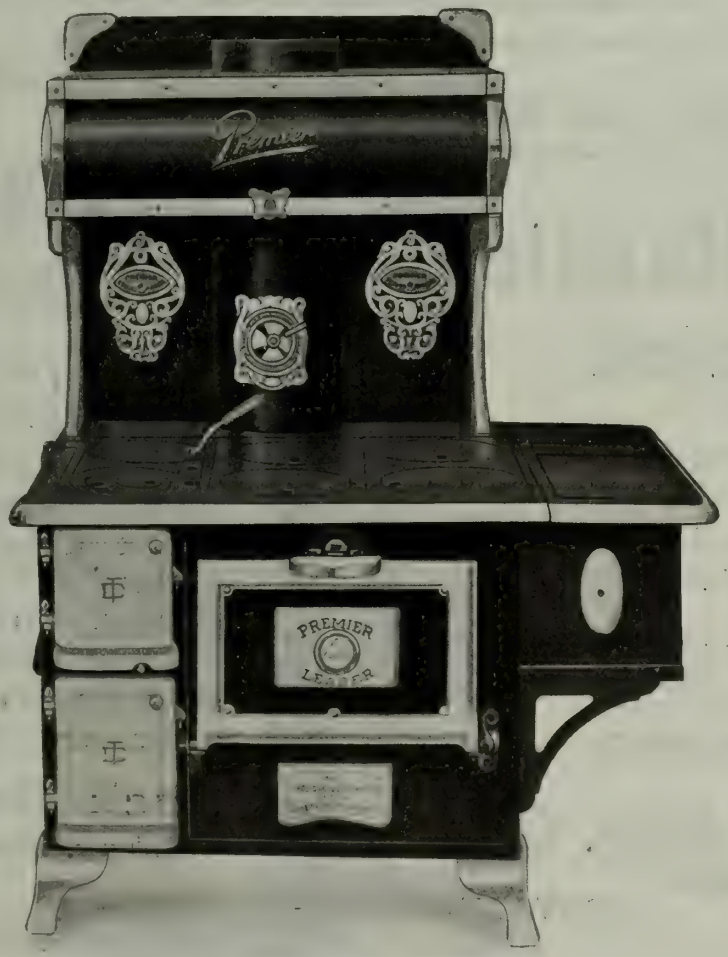
EMPRESS WORKS, PETER STREET, TORONTO.

DAVIDSON'S
PREMIER LEADER
STEEL RANGE

A High-Grade Steel Range at a Popular Price.

The Range that meets the demand for a high-grade guaranteed article at a popular price. Just as fully guaranteed as to its baking and economical operating qualities as our famous higher-priced ranges. The body is made of heavy polished steel, well protected by asbestos, and is hand riveted.

The firebox is absolutely correct in its proportions. The linings are heavy and duplex grates are also made heavy to ensure greater durability.



The oven is made of heavy steel, strongly braced to prevent warping.

The top is made in sections. All covers and centres are strongly ribbed.

Back smoke flue is made of cast iron, which does away with the rusting-out trouble common to steel flues.

Nickelled trimmings are neat and easy to clean. Set on the blued steel makes this a very attractive range.

PREMIER LEADER

With reservoir and high closet (roll door). For coal only, but by reversing duplex grates will give a fine wood fire box. Made in two sizes. Persian closets supplied if desired.

No.	Size of Oven.	Pot Holes.	Weight crated (Square)	Weight crated Reservoir
8-18	18x18x12	6-8"	285 lbs.	310 lbs.
9-18	18x18x12	6-9"	285 lbs.	310 lbs.

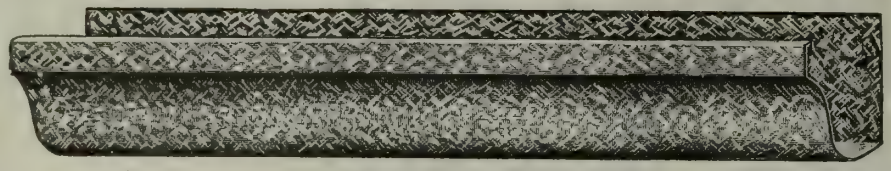
Write for Illustrated Leaflet and Our Complete Stove Catalogue.

MADE BY

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

Toronto MONTREAL Winnipeg

POORLY FITTING EAVESTROUGH is not cheap at any price because it takes more time and solder to erect than properly made eavestrough as manufactured by us.



Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





QUALITY—APPEARANCE—PRICE

Geneva Razors Merit Your Consideration on Every Point

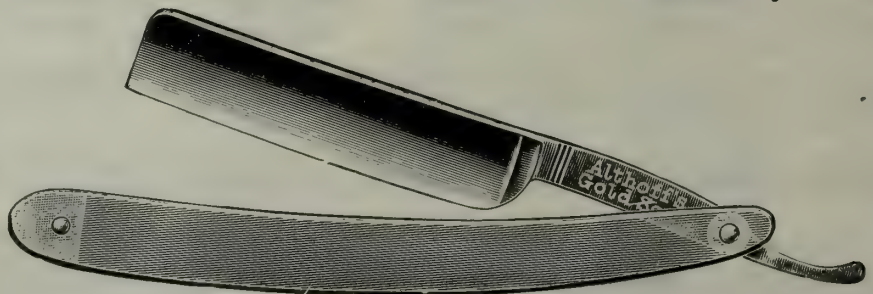
Write for Catalogue of Complete Line

TO

Sole Agents for Canada:

SAUNDERS & WAINWRIGHT

204 St. Nicholas Bldg. MONTREAL



Made in the Second Largest Razor Factory in the World

AT

GENEVA, N.Y. U.S.A.

The King's Plate

Made in Canada

TO many dealers The King's Plate comes as a revelation. It was not realized that Canada was producing plated ware not only mechanically perfect, but more than satisfying from an artistic point of view. The King's Plate enables dealers to offer plated ware of all-round excellence at a moderate price.



Prominent among The King's Plate designs that have aroused the enthusiasm of dealers and their customers, are:

The King George
(As Illustrated)

Niagara

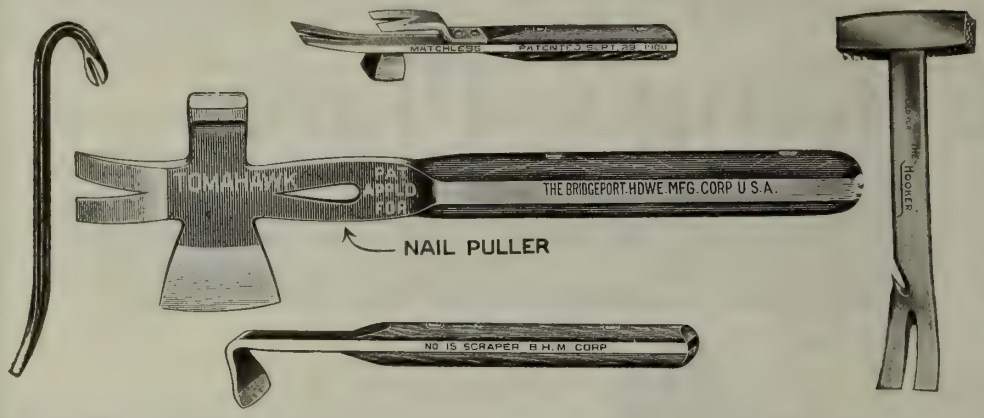
Leonora

All plated on an 18% nickel base, and extra plated on parts where wear is greatest.

Absolute guarantee to strip to a Government test, up to the standard.

McGlashan, Clarke Co., Limited

Niagara Falls, Ontario



CONSIDER THIS!

The

Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from

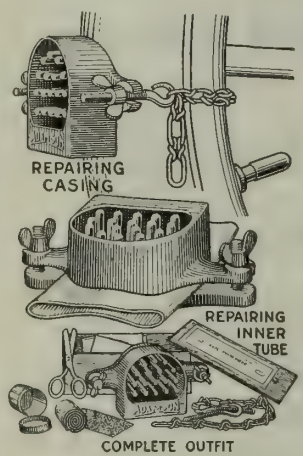
Get our Catalog and Prices

The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave.
Montreal

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.
67 BAY ST. N. ∴ HAMILTON, ONT.



Exceptionally classy color combinations and designs make

HOHLFELD HAMMOCKS

Extraordinary Sellers

With a few of these hammocks on display you have the greatest opportunity in the world to control the hammock sales in your vicinity.

Other hammock values look small when compared with them—and dealers everywhere find them the preference of the trade.

They have exceptional beauty and strength, yet cost no more than other makes.

It's to your interest to have a good stock.

Write for particulars and prices.

The Hohlfeld Manufacturing Co.

PHILADELPHIA, PA.

CANADIAN AGENTS:
Mackenzie Bros., Winnipeg.
Wm. Rogers, 91 Youville Sq., Montreal.

IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

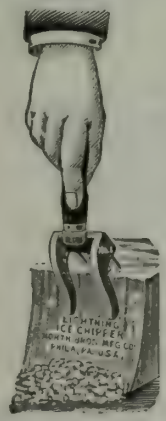


Time to Order

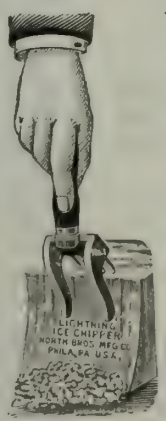
FREEZERS

Whether you stock the **LIGHTNING, GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



What Every Dealer Knows

He knows that the **necessary** tool is the tool that sells. And he knows—and his prospective customer soon realizes—that there is no tool more necessary for getting into the out-of-the-way places than a

MILLERS FALLS
EXTENSION BIT HOLDER No. 6

For just such jobs as that shown above—carpenters, electricians and metal workers run up against them daily—this is the ideal tool. Outer sleeve telescopes over inner spindle, combining lightness with strength. Chuck with four reliable strong steel jaws, made in one piece, grips firmly over shoulders of bit stock shanks. Will follow bits of ⅝ inch and larger into their bores. Total length, collapsed, 16½ inches; extended, 24 inches. Easily fits into any kit.

Millers Falls Tools that are Business Getters

You should carry this Bit Holder in stock, and also Millers Falls Breast Drill 112, Hand Drill 1980, Hack Saw 1027 and Glass Cutters—all of reliable and durable qualities that make them "easy to talk" and satisfying to sell. Send for catalog showing complete line.

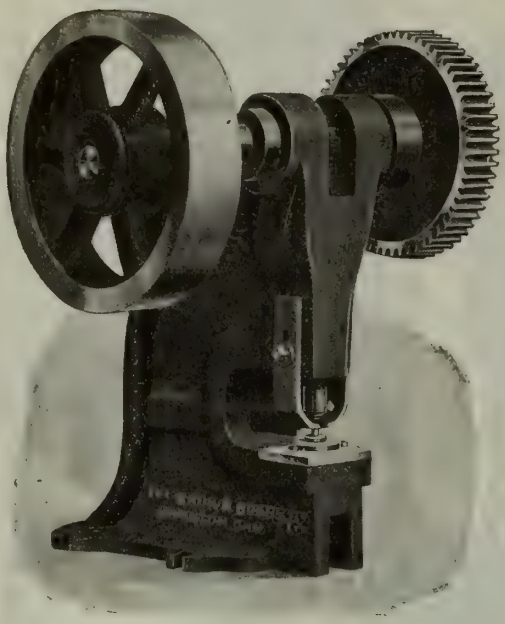
MILLERS FALLS TOOLS

Millers Falls Co.
Millers Falls, Mass.

New York Office:
28 Warren Street.

The Millers Falls Exhibit at the Panama-Pacific Exposition is in Block 26, Avenue D, Manufacturers' Building. Don't fail to visit it while at the Fair.

"B.B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ¼ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVES TIME AND LABOR.

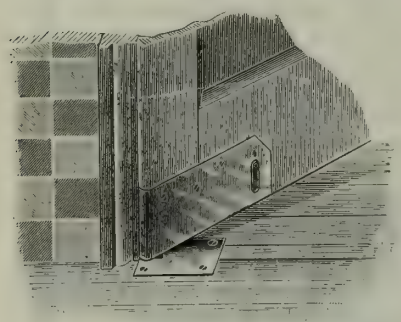
TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

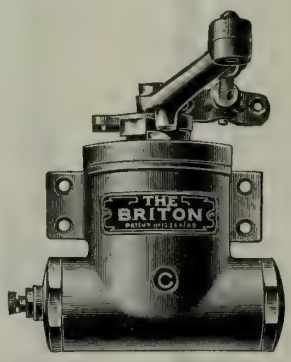
THAT'S ALL!

Write for prices and descriptive catalogue.

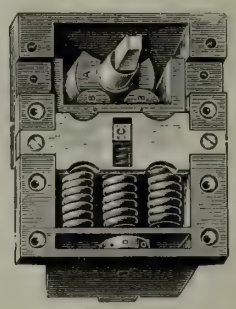
THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton



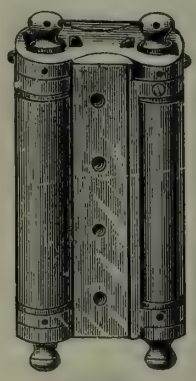
"ERA" Shoe Door Spring.



The "BRITON" Door Check and Spring.



"Invincible" Floor Spring.



Regulating Spring Hinge.

NEWMAN'S LINES

represent the very best value in SPRING HINGES, FLOOR SPRINGS, DOOR CHECKS OF ALL KINDS, PANIC BOLTS, FANLIGHT—GEARING, etc.

A trial will convince you of their efficiency in getting business.

Universal Satisfaction Splendid Profit

WM. NEWMAN & SONS

LIMITED
BIRMINGHAM, ENGLAND

Sold in Canada by
FREDERIC SARA & COMPANY
326 9th Ave. W. - Calgary, Alta.
Write them for lists and full particulars.

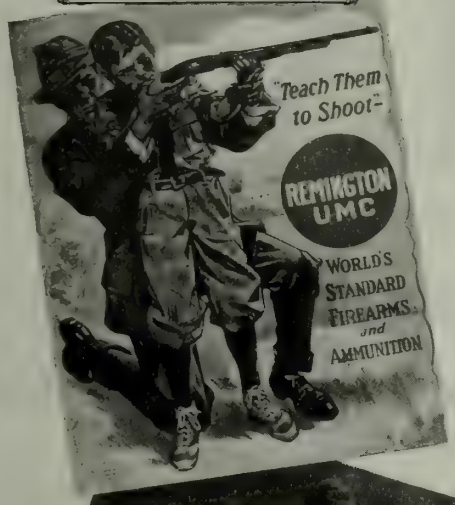


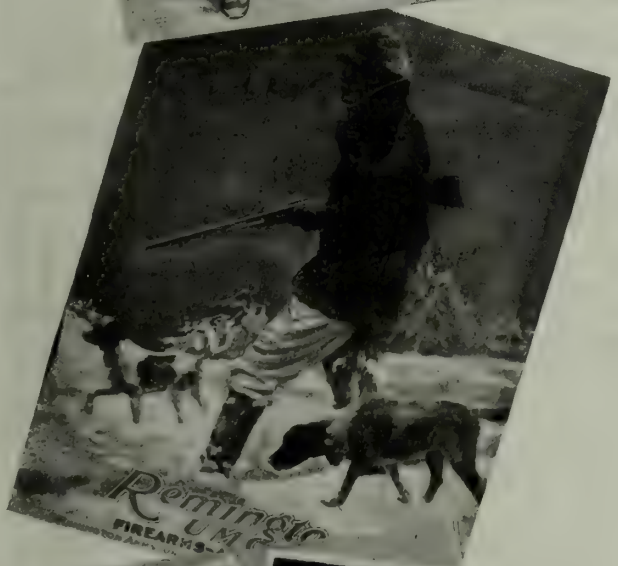
Rod Spring.



"ALBION" Floor Spring.









Signs of Success!

When you see this "Sportsmen's Headquarters" Symbol on the window—

These catchy Cards and Pyramids on the counter—

These handsome Hangers on the wall—

you're looking at a hustling store. One that **deserves** the **success** it **enjoys.** Because it stocks

Remington UMC

Arms and Ammunition

—and **advertises** the fact.

Use YOUR Remington-UMC Trade-Helps. It costs *nothing* to "look the part" of a Successful Store. And "nothing succeeds like Success."

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

(Contractors to the British Imperial and Colonial Governments

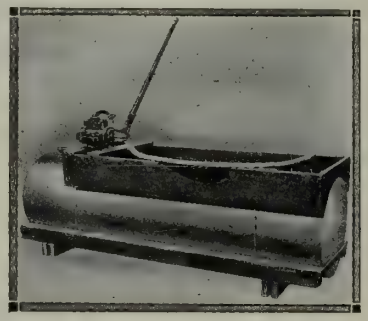
WINDSOR, ONTARIO

LONDON, ENG. **NEW YORK, U.S.A.**

Every Community Is Using Gasoline For Some Purpose

We manufacture Wagon Tanks, Shipping Drums, etc. Made of the best Galvanized Iron, heaviest material of any on the market. Double compartment for gasoline and oil.

Write for further particulars and Catalogue.



Watch for our new Square Granary.

Wagon Tank, Complete with Tap, Pump and Carry-all, 400-Gallon Capacity—$75.00 F.O.B. Winnipeg.

EVERYTHING IN SHEET METAL.

The Winnipeg Steel Granary and Culvert Co.

HEAD OFFICE: ST. BONIFACE

FACTORIES AT REGINA, SASK., AND ST. BONIFACE, MAN.



The "Pastime" Hand Washer.

We Help the Dealer to Sell

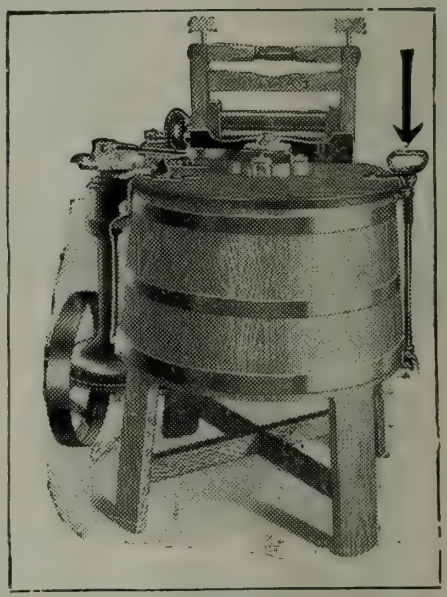
All our Literature to the Housewife advises buying through you—Mr. Dealer

A child can drive it.

STOCK THE PASTIME—SALES WILL COME

The Pastime Washer runs easily because of an 18-pound flywheel, running on ball bearings immediately under the tub. The dealer can arrange demonstrations that will attract his customers; he can sell not only washers, but can greatly increase his engine sales. Our Power Machines—with swinging wringer—have hand power attachments. Engine trouble will not delay the washday operations. We guarantee the power washer for three years; guarantee covering both machine and wringer.

WRITE FOR FULL INFORMATION TO-DAY.



POWER WASHER, THE SMALLEST GASOLINE ENGINE WILL RUN IT.

The Maytag Company, Limited

WINNIPEG - - - - MANITOBA

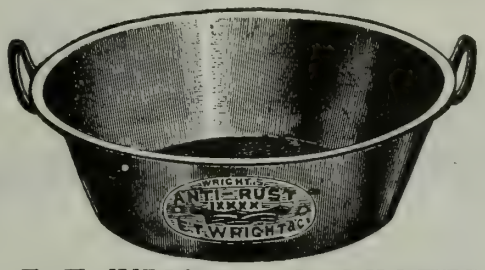


Wrico
ANTI-RUST

Stamped Kitchen Tinwares
ARE
QUALITY GOODS









E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED
WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

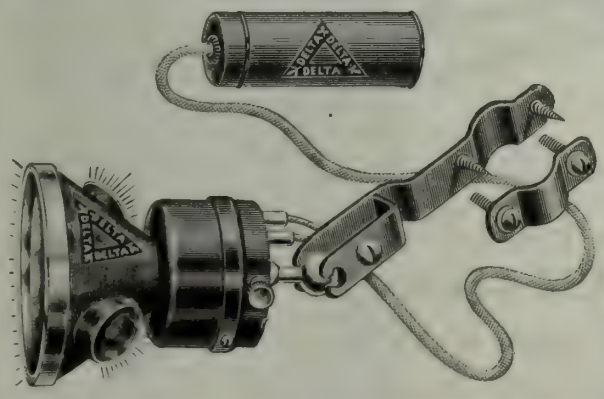
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



Delta Electric Auto Tail Lamp

Operates on one ordinary No. 6 Dry Battery

The fastest selling auto accessory of the year. Current consumption very low, but silver reflector gives bright light. Complies exactly with law. Every merchant looking for good profits and rapid turnover should at once stock Delta Tail Lamps. Retails at $2.25 w/o. battery.

Mainer Electric Co., Limited
61 Albert St., Winnipeg

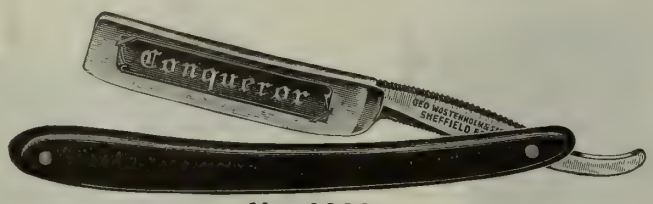
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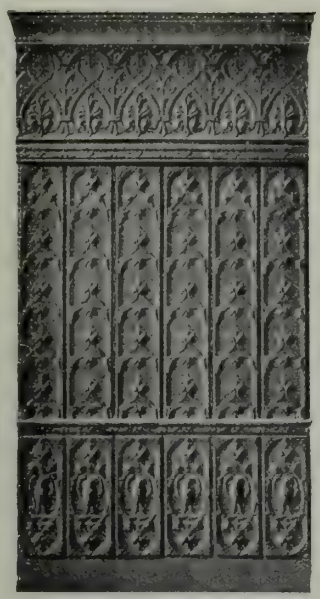
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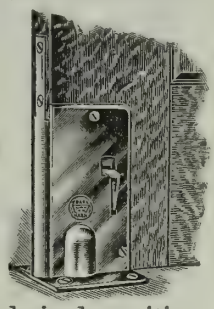
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TRADE BUILDING

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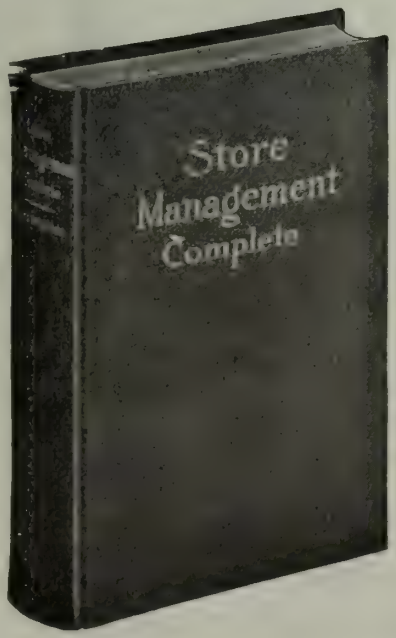
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Chicago Spring Butt Company

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Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

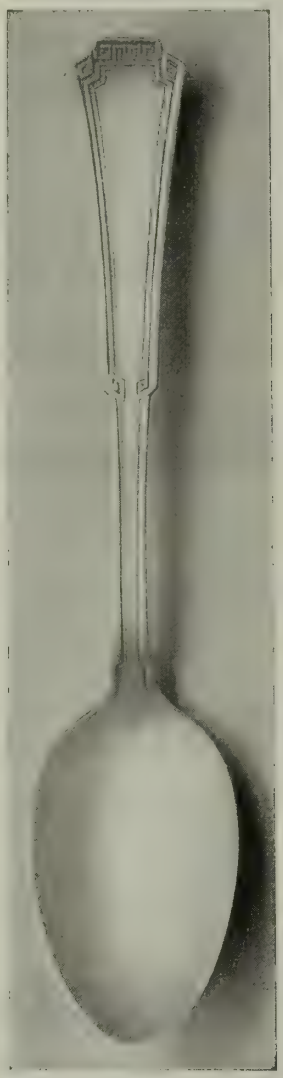
CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

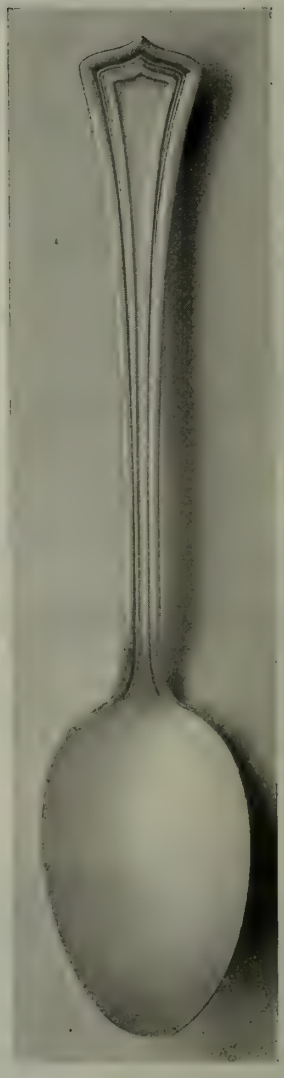
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MacLean Publishing Co.
143-153 University Avenue **TORONTO**

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GRECIAN



REVERE



LIST OF PIECES

REVERE and GRECIAN FLATWARE

SPOONS
- Tea
- Table
- Dessert
- Coffee
- 5 o'clock
- Orange
- *Grapefruit
- Bouillon
- Soup
- Berry
- Iced Tea
- Baby

FORKS
- Dessert
- Medium
- Child's
- Pickle (long)
- Oyster
- Pie
- Cold Meat
- Individual Salad
- Individual Cold Meat
- Fish
- S. H. Medium
- H. H. Medium

KNIVES
- S. H. Medium
- S. H. Dessert
- S. H. Child
- S. H. Fruit
- H. H. Medium
- Butter
- Child's
- †Pie

LADLES
- Cream
- Gravy
- Medium
- Oyster
- *Punch

MISCELLANEOUS
- Sugar Shell
- Butter Spreader
- *Food Pusher
- Sugar Tongs (Tete-a-Tete)
- H. H. 3 pc. Dinner Carver Set

*Made only in Grecian. †Revere only.

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The time-tested wearing qualities of "1881" Flatware makes its purchase an investment which will be repaid many times over, and the guarantee which accompanies each piece is your assurance of satisfaction.

The variety of pieces listed makes it possible to purchase not only complete sets, but various combinations to fill cabinets of different sizes. The fancy pieces in attractive boxes make especially pleasing gifts.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 12, 1915. No. 24

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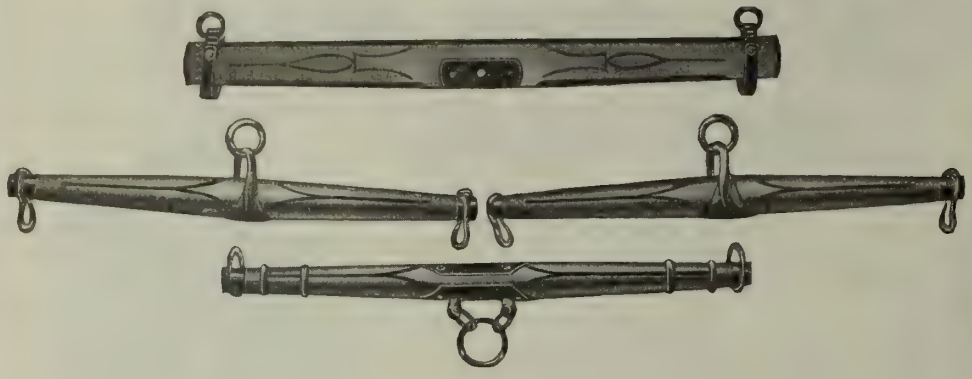
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Knock one side off crate and stand it on your floor—It takes up little space—It displays the goods—It sells them.

Woods all guaranteed Hickory—Ironed for hard use.

Advertised in all leading Farm Papers.

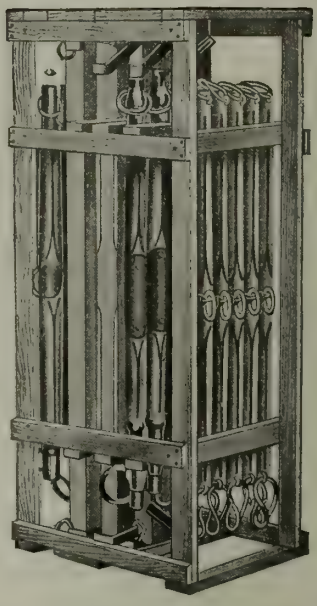
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Ironed—Painted red with black stripes—Ready for use and packed in a crate that protects them from marks or scratches in transit.

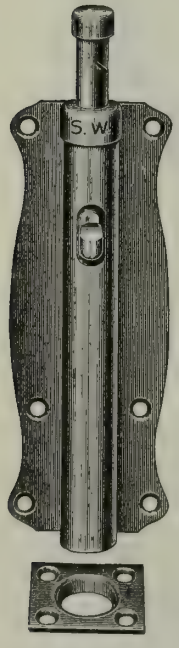
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In 3, 6 and 10 inch sizes

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One indication of quality in these bolts is the Stanley Sherardized Spring. This process affords as good a protection against rust as it is possible to obtain, and guarantees long life to the bolt. The springs are made of the best grade of piano wire.

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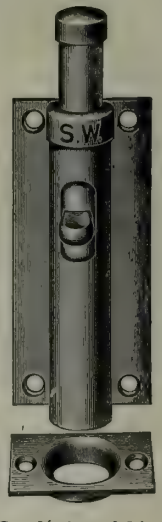
The 10-inch style is designed for heavy garage and warehouse doors. The 6-inch is for ordinary doors, and the 3-inch for double screen doors, cupboards, closets, etc.

10-inch, one in a box with screws; 6-inch and 3-inch, one-half dozen in a box with screws.

Ask your jobber.

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NEW BRITAIN CONNECTICUT
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Cut ¼ size of 6 in.

HARDWARE AND METAL

Vol. XXVII. JUNE 12, 1915 No. 24

Making Use of Odd Corners

In Nearly Every Store There are Valuable Display Spaces Going to Waste — Some Have Degenerated into Junk Corners—What Was Accomplished in One Store—Seasonable Interior Displays.

By HENRY LEWIS.

IN almost every store — hardware stores included—you can find one or more corners which could be improved to the mutual advantage of employer, employee, and customer. Just take a look around your store—right this minute from where you are standing—and see if there is not what might be termed a "junk corner." In nearly every store there are corners that could be improved in appearance, and by improving the appearance of the corner you make it more attractive for clerks and customers and more convenient for serving your customers.

"Junk corners" are found in different places. In some stores they are found near the rear of the store — in others they may be in the basement or on the second floor, while very often "junk corners" may be found right in the main store interior, or behind display stands, beneath or behind counters or in any one of a dozen different places.

The writer recently visited a store that does an exceedingly large paint trade. There was a heavy stock of paint on hand—all nicely arranged in tiers of shelving. The display would have been almost perfect had it not been for the disorderly appearance of the last tier, or in other words, junk tier. The last tier held dust cloths, a window brush and rubber, a bung borer, and a general accumulation of tools, etc., used around the store. How much better the paint department would have looked if the last tier of shelving had been neatly filled in with packages of paint or varnish.

I visited another store, and in looking for the junk corner I was surprised to find it about half-way back in the store. In this store a large revolving rack occupies a considerable space and is used for displaying garden and lawn tools of various kinds. Between the large rack and the wall there was a splendid accumulation of bicycle parts, canvas sacks, rakes and hoes with broken handles, two or three rakes with teeth broken out, a damaged sprinkling can



Illustration No. 1 showing how display was arranged in a corner of the store interior. Read accompanying article for particulars.



Illustration No. 2, showing how display was arranged in store interior in space between paint and sporting goods department. Read accompanying article for details.

and several other unsightly articles of hardware—surely not what you would expect to see in a well-managed hardware store. Now, either of these junk corners could be cleaned out in less than ten minutes, by any live clerk. Why are they allowed to remain in their present state? Simply because the clerks and the manager have got accustomed to seeing the disorderly arrangement, and it doesn't look half as bad to them as it does to the customer who only drops in occasionally.

In the retail business to-day there is a great need for retail merchants who will look at things from the customer's viewpoint. Don't put off until to-morrow the cleaning out of the "junk corner," that should never have existed, and that should by all means be cleaned out to-day. Junk corners not only create a bad impression on customers, but they occupy valuable space that could in all probability be used to advantage in displaying seasonable goods.

In every hardware store there is also more or less display space that could be used to better advantage. Very often some corners in the store—this does not refer to junk corners—are not used as much as they should be. There is a growing tendency on the part of some of the largest and most successful retail concerns, to use space near the main entrance to the store for displaying seasonable goods — in other words to have an interior window display.

Just as the front of your store—the show windows—is more valuable than the rear for displaying hardware, so are certain sections of the store interior more valuable than others for display purposes. Accompanying this article are two illustrations of attractive displays that have appeared in a Western Canada hardware store. To the right of the store interior upon entering the main entrance doors a space in the corner, just behind one of the show windows is covered by a canopy. For a long time this space about ten feet square was used as a sportsman's rest, being equipped with seats, table, etc. The idea took splendidly at first and for some time the sportsmen's rest, right inside the main entrance was maintained. It no doubt helped the store in gaining the attention of sportsmen, for in this particular store a large trade is secured from hunters, trap shooters, etc. However, it is sometimes a good plan to change things around, and it was decided that the time had come for using this prominent portion of the store for other purposes. It was decided that this space could be used as an interior window display for seasonable goods. The furniture that occupied space in the sportsmen's rest was removed and the space formerly used as a rest room and quite often as a parcel room, was turned to good account. Fig. 1 shows the display that was arranged in the space. Instead of a sportsmen's rest you see a handsome display of goods in which the sportsman is interested. The ledge holding the shells in boxes, skates, show cards, etc., is 32 inches wide, just ordinary table height, with shelving below for holding stock. The show cards were prepared especially for the display and proved very interesting to local shooters, for they bore information regarding records made by professional shooters. The card referring to T. K. Lee, professional shooter, whose record of 1,999 out of a possible 2,000, stands unbeaten, attracted much attention, and caused considerable discussion. The background for the display was made of wall board, as was also the top of the canopy.

The color scheme was pale green with wine color stencils. When lighted at night the display could be seen from all parts of the store.

Of course, the store in which this change was made, is a very large one, and few stores would have as much space that could be used in this way. However, the same plan could be adopted in a smaller degree in many of the smaller stores.

Another good example showing how an interior "seasonable display" can be arranged is shown in illustration No. 2. The space used is between the paint and sporting goods department, and the lines displayed include varnishes, kalsomines, etc. Customers walking down through the store could not help but see the

(Continued on page 49.)

Weekly Half Holidays

Annual Feature of Hardware and Metal Published for the Benefit of Traveling Salesmen—What Hardware Merchants in Ontario Towns and Cities are Doing in Connection With the Weekly Half-Holiday Question—Reprints of List on Request.

ALLISTON—No half holiday.
ARNPRIOR—No half holiday.
AYLMER — Wednesday afternoon, June, July August.
ALEXANDRIA—No half holiday.
BARRIE—Not decided yet.
BERLIN—No half holiday.
BLENHEIM—Wednesday afternoon, June, July, August.
BOTHWELL—No half holiday.
BEAMSVILLE — Wednesday afternoon, June, July, August.
BOWMANVILLE—Wednesday afternoon, June, July, August.
BRACEBRIDGE.—No half holiday.
BRANTFORD—No half holiday.
BROCKVILLE — Wednesday afternoon, July and August.
BELLEVILLE—No half holiday.
BLIND RIVER—No half holiday.
COLLINGWOOD,Ont—No half holiday
CAMPBELLFORD — Friday afternoon, July and August.
CARLETON PLACE—No half holiday
CHATHAM — Thursday afternoon, June, July, August.
CHELMSFORD—No half holiday.
CLIFFORD—No half holiday.
CLINTON—No half holiday.
CAYUGA—No half holiday.
COBOURG—No half holiday.
COCHRANE—No half holiday.
COBALT—No half holiday.
COPPER CLIFF—No half holiday.
COMBER—Thursday afternoon, June, July and August.
COBALT—No half holiday.
DRESDEN—No half holiday.
DESERONTO — Wednesday afternoon, June, July and August.
DRAYTON — Thursday afternoon, June, July and August.
DRYDEN—Thursday afternoon, July and August.
DUNNVILLE—Wednesday afternoon, June 16 to September 1.
DUNDAS — Wednesday afternoon, June, July and August.
DURHAM—No half holiday.
ESSEX—Thursday afternoon, June, July, August, September.
FENELON FALLS—No half holiday.
FERGUS — Wednesday afternoon, June, July, August.
EGANVILLE—No half holiday.
FOREST—Friday afternoon, June, July and August.
GANANOQUE — Wednesday afternoon, from June 16 to August 25.
GALT—Thursday afternoon, July and August.

In accordance with past custom, Hardware and Metal has this year prepared a list of towns and cities where weekly half-holidays are being observed by the hardware merchants. This list is published for the convenience of traveling salesmen. Hardware and Metal will gladly supply, free of charge, reprints of the list, to any manufacturing or wholesale firm, for distribution among traveling salesmen. Kindly address all requests for reprints to Hardware and Metal 143-153 University Avenue, Toronto, Canada.

GEORGETOWN—No half holiday.
HAILEYBURY—No half holiday.
HAMILTON—Wednesday afternoon during summer months (not general).
HANOVER—No half holiday.
HAWKESBURY—No half holiday.
HESPELER—Wednesday afternoon, June, July and August.
HUNTSVILLE—Thursday afternoon, July and August.
INGERSOLL — Thursday afternoon, July and August.
KEARNEY—No half holiday.
KEEWATIN—Wednesday afternoon, June, July and August.
KENORA — Wednesday afternoon, June, July and August.
KINGSTON—No half holiday.
LATCHFORD—No half holiday.
LEAMINGTON — Friday afternoon, May 1 to September 30.
LISTOWEL—No decision yet.
LONDON—No half holiday.
LINDSAY—No half holiday.
MOUNT FOREST—No half holiday.
MEAFORD — Thursday afternoon, June, July, August.
MIDLAND—No half holiday.
MADOC—No half holiday.
MILTON—No half holiday.
MILBROOK — Thursday afternoon, July and August.
MASSEY—No half holiday.
MATTAWA—No half holiday.
MILDMAY—No half holiday.
NAPANEE—Not yet decided.
NEWMARKET — Wednesday afternoon, June, July and August.
NIAGARA-ON-THE-LAKE—No half holiday.
NORTH BAY—Wednesday afternoon, June, July and August.
NORWICH—Wednesday afternoon, June, July and August.

NIAGARA FALLS—No half holiday.
NEW LISKEARD—No half holiday.
OAKVILLE—Wednesday afternoon, June, July and August.
ORANGEVILLE—Wednesday afternoon, July and August.
ORILLIA—No half holiday.
OSHAWA — Wednesday afternoon June, July, August, first week Sept.
OWEN SOUND—Wednesday afternoon, July and August.
OTTAWA—Saturday afternoon, July and August.
PALMERSTON, Ont.—No half holiday.
PAISLEY—Thursday afternoon, June, July, August.
PARIS—Wednesday afternoon, June, July, August.
PARRY SOUND—No half holiday.
PENETANG—No half holiday.
PERTH—No half holiday.
PETERBOROUGH—Thursday afternoon, July and August.
PETROLEA—Wednesday afternoon, June, July and August.
PICTON—Thursday afternoon, June, July and August.
PORT PERRY—Wednesday afternoon, July and August.
PORT ARTHUR—No half-holiday.
PORT COLBORNE—No half holiday.
PORT DOVER—No half holiday.
PORT HOPE—Wednesday afternoon, June, July and August.
PORT BURWELL—Wednesday afternoon, June, July and August.
PRESCOTT—not decided yet.
PRESTON—No half holiday.
RENFREW—No half holiday.
ROCKLAND—No half holiday.
RIDGETOWN—Wednesday afternoon, June, July and August.
ST. CATHARINES—Wednesday afternoon, June, July and August.
STRATHROY — Wednesday afternoon, from June 15 to August 31.
ST. MARY'S—Wednesday afternoon, June 16 to August 25.
ST. THOMAS—Wednesday afternoon, July and August.
SANDWICH—Thursday afternoon, June, July and August.
SAULT STE. MARIE—Thursday afternoon, June, July and August.
SEAFORTH—No half holiday.
SHELBURNE—No half holiday.
SOUTHAMPTON—No half holiday.
STOUFFEVILLE—No half holiday.
STRATFORD—No half holiday.

(Continued on page 41.)

A New Gospel of Salesmanship

The Elements that Enter Into the Science of Business Getting

AT a recent convention of the sales organization of The Steel Co. of Canada, Ltd., of Hamilton, an address was given on the fundamentals of salesmanship by the sales manager of the company, George A. Simpson. This address is printed herewith as it presents a new gospel of salesmanship in a most striking and forceful manner. Mr. Simpson's terse and epigrammatic exposition is well worth close attention and study; for it gives a new viewpoint and supplies the inspiration for a closer grip of the problems of the salesman, and a more abiding enthusiasm.



GEORGE A. SIMPSON.

Gentlemen:—

At our last Convention, held in Montreal, I had the pleasure of talking to you on the subject of salesmanship. During the course of my remarks then, I made this statement: "There is no mystery in salesmanship that any intelligent man cannot master if his nature is in harmony with the principles of trade, providing he is blest with good health, a fair amount of common sense, a determination to succeed, and has a full measure of truth and honesty in his make up."

Well gentlemen, the older I get, and the more experienced I become, the more convinced I am of this statement. Salesmanship is not a mystery, it is a science. And it is a science that can be learned and mastered, just as any other profession can.

There are certain fundamental principles that must be studied and understood. There are certain laws that must be obeyed, and certain conditions that must be respected.

These conditions, principles and laws, do not pertain to the impossible or the mysterious, neither are they beyond the reach of the man who is sincere and who is determined to succeed; but they must be taken into account, and reckoned with before we can lay claim to being successful salesmen.

I maintain that the real salesman is the man who is continually sowing seeds that will ripen into profits on future sales—the man who is building up through his study of things as they are, through his personality, honesty and fair dealing, a following who believe in him and respect him; one who is forging a chain of satisfied customers over the entire territory he covers, and thereby creating an influence that not only means other sales, but more links to his chain. Such a man is an asset to the interests he represents, and his services will always be in demand.

Salesmanship is that power resulting from a combination of certain qualities and faculties, mental, spiritual and physical, which enables him who possesses it to successfully influence a high average of those he interviews to purchase, *at a profit*, mark you, that which he has to sell.

I will touch briefly on some of the essential qualifications that are, in my judgment, necessary for the salesman to understand. Take for instance:

The Science of Thought.

Thought is supreme. It is not, as is often supposed, a mere indefinite abstraction or something of a like nature. It is, on the contrary, a vital force, the most vital and irresistible force there is in the Universe.

In our Laboratory experiments, we are demonstrating the great fact that thoughts are forces. They have form and quality and substance and power and, furthermore, we are finding out that there is what we can call "Science of Thought."

Through the operation of our thought forces, we have creative power. The spoken word is nothing more or less than the outward expression of the workings of these interior forces.

The spoken word is in a sense the means whereby the thought forces are focused and directed along any particular line.

This is concentration of thought and there is no question in my mind that if we concentrate and then apply the expression of that thought in well spoken words, we will accomplish our purpose. Neither is there any question in my mind that, if a salesman goes after his prospect with a determination to get the order, and then concentrates his thought on his prospect, and the end he wishes to accomplish, he will, if he expresses himself right, land the order.

Thoughts are forces—"Like builds like, and like attracts like."

If we govern our thinking, we determine our life.

The law of attraction between mental and material things is wonderfully exact in its workings. People ruled by the mood of gloom, attract to them gloomy things. People always discouraged and despondent do not succeed in anything, unless it is in making other people unhappy. They live only by burdening others.

The hopeful, confident and cheerful attract the elements of success, and they become a power and an influence for good in any community. In a salesman a disposition of this kind is invaluable, and if steadily practised, would make him the despair of his competitors, and establish as a shining example a well balanced and successful salesman.

This may be new sales gospel, but it has proven to the satisfaction of all real students of business that the most successful man is he who is sure of himself. He who is optimistic and cheerful impresses the world with the fact that he is supremely confident always; and the world of business has every confidence in the man who has confidence

in himself. If our outlook is optimistic, and our confidence strong, it naturally follows that we inject enthusiasm and clear judgment into our work, and therefore we have a tremendous advantage over those who are inclined to be pessimistic and nervously fearful that their judgment may be wrong, those who lack confidence that comes with a right condition of mind, which counts so much for success in a salesman's career.

In our mental lives we can either keep hold of the rudder and steer the course to success, or we can fail to do this, and drift on to the rocks of failure.

There is in connection with the thought forces, what we may term the drawing power of mind, and the great operating law in this connection is identical with that great law of the universe, that "Like attracts like." We are continually attracting to us forces and conditions most akin to those of our own thoughts.

The Law of Attraction.

The law of attraction works universally on every plane of action, especially in the field of sales, because no-one will buy from a man he does not like, unless he has to. Therefore, it is necessary and essential that every salesman study the Law of attraction.

If we desire one thing, and expect another, we are like a house divided against itself—bound to fall.

We must first determine resolutely to expect only what we desire; we will then attract only what we wish for.

Carry any kind of thought about you, and as long as you retain it, you will unceasingly attract to yourself, knowingly or unknowingly, exactly and only what corresponds to your dominant quality of thought.

Thoughts are our private property, and we can regulate them to suit our tastes entirely, by steadily recognizing our ability to do so.

This being so why not study and apply our thoughts to reinforce our power of attraction and to draw closer to us those with whom we do business?

It is possible, and I can assure you it will lessen your work and increase your sales.

If you do not feel kindly towards a buyer, change your mental attitude. In other words, change your thought, and make an effort to attract him towards you, and just as sure as you do, his manner will change, and your orders increase, because the law of attraction is absolute.

And the salesman who is always cheerful, hopeful, confident, courageous, and determined, on his set purpose, will, if he keeps to that purpose, attract to him powers favorable to that purpose.

Honesty and Truth.

Honesty and truth travel hand in hand. They are two very important factors in successful salesmanship, yet there are thousands of so-called salesmen who are daily practising deceit, thinking and believing they are putting it over. What fools! ! I'll grant, "You can fool all the people some of the time, and some of the people all of the time, but you cannot fool all the people all of the time," and there will always be so great a number that can't be fooled, that success along these lines is impossible.

I'll grant that many an honest man talks in a dishonest way, because he thinks he is meeting the dishonesty of the other fellow. It is easy to make a man honest with you by being honest with him.

We should be exceedingly careful in our statements, and, when the time is right to express ourselves, we should do so in a straightforward and honest manner, being careful at all times to temper our talk with QUALITY not quantity. It is not what a man knows, but what he thinks he knows that makes him indulge in quantity. Some one has said, "A real salesman is one part talk and nine parts judgment, and he should use the nine parts of judgment to tell him when to use the one part talk." Talk is necessary in making sales, but falsehood, dishonesty, and deceit, are not. Temporary success may be gained that way, some sales may be made, but permanent great and lasting success is not built on that sort of foundation.

Sentiment and Tact.

There is sentiment in business, and a whole lot more than we realize; when there is none, I shall quit doing business. For a salesman I know of no other quality more helpful to his success than sentiment; if he will use sentiment and tact to reach the sentimental side of his prospect.

I do not mean by that, that he start an investigation or search for sentiment; for if he did that would be calculation and, even if he discovered it he could not make use of it, as sentiment must be discovered by sentiment to be of mutual advantage in preparing common ground.

I have had scores of instances in my experience that have proven beyond doubt the truth of my contention.

Loyalty.

Someone has said, "An ounce of loyalty is worth a pound of cleverness." I say it is worth a ton, because loyalty is the spirit akin to sincerity and enthusiasm; and enthusiasm is the visible manifestation of our inward thoughts. As Emerson says, "Nothing great was ever achieved without enthusiasm." It expresses faith and optimism—Faith in yourself, faith in your employer, faith in the things you sell, and faith in your fellow-men.

Loyalty is a broad-side of force that the enemy cannot stand. It sustains us when the battle is raging, and it cheers us when the victory is complete. It triumphs over obstacles, defeats defeat and laughs at failure.

Finally, salesmanship is the science of selling goods, making sales, and writing the contract between buyer and seller so plain and satisfactory to both parties, that all misunderstanding or explanation is eliminated, to the end that the business relation is mutually profitable to all concerned.

It is not the act of talking about selling goods, or compiling a "Book of Hows," or writing a paper defining how it can be done according to the "Book of Rules," because there is no book of rules that can intelligently govern a man's actions, who is worthy of the title "salesman;" neither is there a "Book of Hows" applicable to the many and varied conditions that a salesman encounters. Furthermore, no one is capable of making a programme for him to follow, because no one knows as well as he does, what he can do best. Every sale and every prospect is different, and must be handled accordingly, and it is the ability to successfully apply the fundamental principles of salesmanship that entitles him to the name of "Salesman."

A man who carries an order book and samples, but whose volume of sales is not sufficiently large to cover his expenses and leave a fair margin of profit on the right side of the ledger for his employer, is no more entitled to the name of "Salesman" than a man who blows a tin whistle is entitled to be called a musician, or a man who goes to sea to be termed a master mariner.

Therefore, it is not "How to do it," that I am bringing to your attention, but "How it can be done." I am not propounding or advocating tricks of trade, but I am defining and recommending the study and application of the accepted and logical science underlying the principles every salesman, worthy of the name, knowingly, or unknowingly applies.

* * *

George A. Simpson was born near Cheltenham, England. He attended school in Cardiff and Pontypool. At the age of thirteen, after the death of his parents in 1881 he went to sea. Returning to Pontypool he went to work in the puddling department of the Pontypool Iron and Tin Plate Company, and later was associated with the Panteg Steel Works in the machine shops and steel casting department. In 1886 he went to Pittsburgh, going direct to the mechanical department of the Sligo Rolling Mills.

During later years Mr. Simpson devoted considerable thought and study to efficiency and organization, and later to advertising and sales promotion.

He was associated for a number of years with the Struthers Furnace Company of Cleveland, as sales agent with headquarters in Pittsburgh, and for years previous to becoming associated with the Steel Company of Canada was connected with the Burger interests of Canton, Ohio, as Special Representative.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 12, 1915 No. 24

THE HIGH cost of price-cutting is one of the big subjects confronting the Canadian hardware trade, not only in the retail end but in others as well.

* * *

BECAUSE YOUR debtor has successfully avoided you at the end of one month is no reason why he should be given to the end of the following month to pay up.

* * *

AN ONTARIO hardware merchant was fined $10 this week for selling a revolver without police permission. Other hardwaremen should again take warning. The provisions of the law governing the sale of arms and ammunition have been given in detail in Hardware and Metal several times. Retailers can secure a copy of the Act by sending a request to the Editor of Hardware and Metal, Toronto.

The Markets

FOLLOWING the declaration of war, and again following the changes in the tariff, the hardware markets were more or less in a state of turmoil. Price changes were made right and left to meet the new situation which had been created. Since then, a goodly number of price changes have taken place each week, but the last ten days have probably broken records for rapid and stiff price advances. The market reports this week refer to many important changes which have taken place. The retail hardware trade realizes to-day more than ever before the very direct bearing the metal markets have in governing the prices of the varied lines of goods that are distributed through the retail hardware trade. Let us take for example, spelter. The spelter situation has been followed closely each week in Hardware and Metal's market reports, and in many cases retail hardware merchants have had the foresight to take Hardware and Metal's information on the spelter situation, and use it to advantage in buying ahead certain lines of goods which were bound to advance as a result of the continued advance and high price of this metal. A few of the lines of goods which have advanced as a direct result of the spelter situation are: Sheet zinc, washboards, zinc in oil, dry zinc, poultry netting, galvanized sheets, galvanized wares, including tubs, pails, sprinklers, etc., galvanized pipe, eavestrough, fence wire and staples, galvanized rope and many other lines. Lead is now on the upgrade. Many times during the period when lead remained almost dormant, and all other metals were soaring, the matter was referred to in our market reports and the prediction made that lead's turn would come sooner or later. Last week the climax was reached and the developments began. Higher prices were predicted. This week advances in price affect, among many other lines, white lead in oil, to the extent of $1.50 per 100 lbs., shot, sheet lead, lead pipe, lead fittings, dry white lead, red lead, solder, babbit and other lines. Every retail hardwareman should follow the metal markets closely, and in addition to studying the trend of metals, he should also study the effects that are bound to follow on various hardware lines in making of which the metals are an important factor.

A Period of Tension

PRESIDENT E. G. Henderson, of the Canadian Manufacturers' Association, in his summary of industrial conditions, at the annual meeting of the association held at Toronto this week, expressed the opinion that we have passed the worst, and from now to the end of the war, business should steadily improve. The President, however, followed his optimistic prediction with a warning to the members not to look for an immediate return of prosperity to Canada after the war, but to prepare themselves for a period, not necessarily of hard times, but of tension, that will call for all available resourcefulness and enterprise. President Henderson said in part: "I feel it will be a period that will witness on a considerable scale the weeding out of inefficiency, and place us under the necessity of cheapening our methods of production and improving the quality of our products. For this reason I attach great importance to the proposal that we should equip ourselves quickly and effectively for undertaking research work of every kind related to our resources, and I sincerely hope that plans now under advisement will be brought to early fruition."

Are German Interests?

FOR some time past the whole trade has been watching with some degree of alarm the development in spelter. The market has been soaring and record-breaking prices have prevailed, in fact the market is almost at a standstill and large inquiries from galvanizers are few. As a result of the continued high prices many hardware lines have advanced in price at a rapid rate during the past few weeks. Large buyers of spelter in the United States are backward in coming forward. There are rumors going the rounds in the leading metal centres in the

United States to the effect that German interests are buying up supplies of spelter in order to keep it away from the ammunition makers, and it is claimed that there is evidence to the effect that very large purchases have been made by firms who do not regularly use spelter themselves and who are known not to hold any war contracts. It would be very interesting to know what these firms intend to do with the spelter they have purchased. It is well known that Germany cannot stop the exportation of ammunition from the United States to the Allies, but she may try to secure control of large quantities of raw material needed for ammunition making and thus try to limit the exports to enemies. Reports are circulating that German interests have been trying to secure control of some of the largest gun and ammunition works in the United States and it is quite possible that she has been working through agents in buying up spelter—a very important metal just now. One thing is certain, Germany cannot control the spelter situation by adopting measures of this kind. The British intend to have all the ammunition they require, regardless of cost, and can over-bid Germany on any needed supplies. The greatest danger lies in the fact that the American consumers are the real sufferers. Referring to this American Metal Market, one of the leading authorities in the United States, says: "The real sufferer is the American consumer and it may be part of the German program to make matters so bad for our users of spelter that our Government will be induced to put an embargo on the exports of spelter and spelter products, including brass goods. We cannot imagine conditions becoming so bad as to warrant such an action, but if it should happen by any chance it would knock the spelter market into a cocked hat, as we are producing nearly twice as much spelter at the present time as we are using for our own industrial requirements. If an embargo was placed on the metal it would be dear at 6c per pound."

Before the war, the world's three largest producers of spelter were as follows: First, Germany; Second, Belgium; Third, United States.

The Advance in White Lead

READERS who have been following the markets closely will not be surprised at the sudden developments in the white lead situation. Following the outbreak of the war last August, nearly all metals, with the exception of lead, advanced rapidly in price, and in some cases reached record-breaking high prices. Lead remained practically unchanged until a short time ago when it became evident that there would be an upward movement in the price of lead. It has been claimed for some time past that lead was altogether too low when prevailing prices on other metals were considered, and while advances were expected, few expected them to come so rapidly. Despite the rapid rise in prices during the past two weeks and the present high prices, there are some who claim that lead will go still higher. There is one thing certain and that is that the market at present is governed too much by speculation and the market is in some respects unhealthy.

Hardware and Metal stated last week that an advance in dry white lead had taken place and that lead in oil would follow immediately. This proved to be correct, for shortly after Hardware and Metal had gone to press the advance took place. The advance of 75 cents per 100 lbs. was followed by a further advance of 75 cents per 100 lbs. this week, thus making an advance of $1.50 per 100 lbs. in white lead within one week's time. The prices now quoted for white lead at Toronto and Montreal and at other delivery points are for immediate acceptance and delivery. Quotations on many brands of zinc have temporariy been withdrawn.

An American authority in commenting on the lead situation this week, says in part:

"The dealers have taken the bit in their teeth and the rapid rise in prices, 1½c per pound in two weeks, can be attributed to a great extent to the large buying by these interests who have been paying all sorts of prices for future deliveries. The fact that lead sold at an average price of 3.87c New York in 1914 and was easily obtainable a few weeks ago at 4.25c, does not hinder them from believing that the market is going much higher and some of them are even talking 10c per pound.

In a war market ordinary values count for nothing, but it is well to remember that lead can be produced in almost unlimited amounts and that the production of this country increased 100,000 tons last year, although the market was below 4.00c New York, the lowest average since 1898. Our readers know that we called the turn in lead, but we did not anticipate a 50% rise in a fortnight for we did not believe that the metal would attract such an enormous speculation on the part of dealers. We do not say that lead will not go higher but the market at present is governed too much by speculation to be healthy, and the natural law of supply and demand, as applied to production and consumption, does not cut much figure."

The Metal Situation

METALS are still the centre of interest in the hardware markets and many sudden changes have taken place in quotations on hardware products during the week. Many of the price advances were not unexpected owing to the recent developments in metals, and the fact that these developments have a direct bearing on many hardware products. Spelter is still the chief sensation and continues to make records. Products into which spelter enters are being affected in every direction and among the many lines affected this week are galvanized sheets, galvanized pipe, sheet zinc, fence wire, fence staple, poultry netting, wire rope, and many other lines. Spelter is now quoted at prices which beat all previous records. Lead has been very much in the limelight for the past two weeks, after a long period of quietness and although stiff advances have been made further advances are looked for. The advances in lead have caused advances in sheet lead, lead pipe, pipe fittings, dry white lead, lead in oil, red lead, shot and other lines. Tin is in strong demand, and copper is still booming. The general situation remains much the same as last week, there is no diminution in the demand for metals used in making munitions of war and it is impossible to say where prices will end. It is freely stated that makers of galvanized sheets are losing money at present prices and that sheets should be 1c to 2c per pound higher than they are at the present time.



B. C. FIRM ISSUES CATALOGUE.

Wagstaff & Vestrup, Nakusp, B.C., recently issued an attractively gotten up ten-page catalogue of implements, haying and garden tools, dairy supplies, harness, paints, water and spray pumps, sprays, motor supplies, fishing tackle, shelf hardware, etc.

Two pages from the catalogue are reproduced herewith. The inside front cover shows a large cut of a plow for illustrative purposes. The goods featured on this page include plows of various kinds, scufflers, harrows, mowers, rakes, etc.

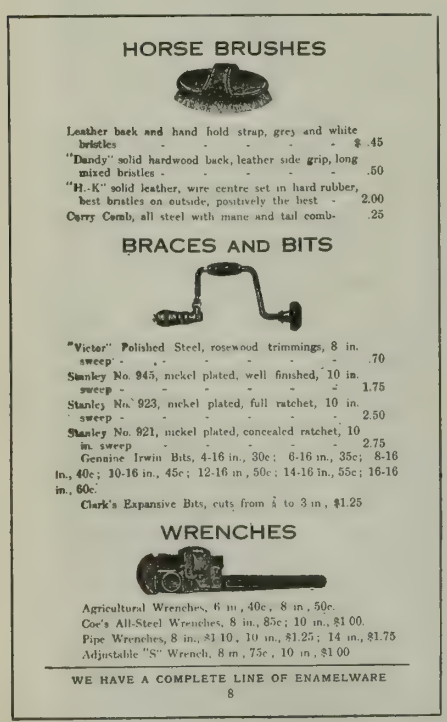
Page 3 features haying and garden tools, barn-door hangers, etc. Page 4 features dairy supplies, such as churns, butter prints, and ladles, spades, bowls, milk pails, delivery pails, milk cans, measures, milk pans, etc. An illustration of cylinder churn appears at the top of page 4. Page 5 is devoted to harness, the following lines being featured: collars, sweat pads, traces, team lines, hame straps, breast straps, team martingales, halters, snaps, buckles, axle grease, harness oil, whips, etc. An illustration of a horse collar appeared at the top of page 5. Page 6 is used to feature the various lines of paint and varnish carried in stock. Page 7 is illustrated with a cut of a water pump, and the goods featured on this page include house and well pumps, spray pumps, spraying materials, etc. Page 7, reproduced here, features horse brushes, braces and bits, and wrenches. It is interesting to note that the cuts used to illustrate this page and others in the catalogue were supplied by Hardware and Metal's electro service department.

Page 9 features baseball goods, such as baseballs, gloves, mitts, tennis balls, etc., and also cutlery lines, particularly lines used for pruning purposes. Page 10 also reproduced here, is used to feature motor supplies, including batteries, battery connectors, spark plugs, connection wire, priming cups, relief cocks, copper tubing, quick action switches, pumps, cylinder oil, cup grease, brass fittings, wrought iron fittings, etc.

The inside back cover features fishing tackle. Special reference is made to such lines as baits, flies, lines, leaders, reels, rods, landing nets, etc.

The back cover is used to feature furniture, mattresses, camp cots, etc.

The catalogue page measures 6 x 9 inches. Prices are quoted on all goods featured in the catalogue.



HORSE BRUSHES

Leather back and hand hold strap, grey and white bristles	$ .45
"Dandy" solid hardwood back, leather side grip, long mixed bristles	.50
"H.-K" solid leather, wire centre set in hard rubber, best bristles on outside, positively the best	2.00
Curry Comb, all steel with mane and tail comb	.25

BRACES AND BITS

"Victor" Polished Steel, rosewood trimmings, 8 in. sweep	.70
Stanley No. 945, nickel plated, well finished, 10 in. sweep	1.75
Stanley No. 923, nickel plated, full ratchet, 10 in. sweep	2.50
Stanley No. 921, nickel plated, concealed ratchet, 10 in. sweep	2.75

Genuine Irwin Bits, 4-16 in., 30c; 6-16 in., 35c; 8-16 in., 40c; 10-16 in., 45c; 12-16 in., 50c; 14-16 in., 55c; 16-16 in., 60c.

Clark's Expansive Bits, cuts from ½ to 3 in., $1.25

WRENCHES

Agricultural Wrenches, 6 in., 40c., 8 in., 50c.
Coe's All-Steel Wrenches, 8 in., 85c; 10 in., $1.00.
Pipe Wrenches, 8 in., $1.10, 10 in., $1.25; 14 in., $1.75
Adjustable "S" Wrench, 8 in., 75c., 10 in., $1.00

WE HAVE A COMPLETE LINE OF ENAMELWARE
8

Page 8 from hardware catalogue issued by Wagstaff & Vestrup, Nakusp, B.C.



MOTOR SUPPLIES

Ever Ready Batteries, everyone tested before being shipped, amperage guaranteed	$ .40
Bulldog Battery Connectors	.10
Spark Plugs Rehance	1.25
" Red Head	1.00
" Rajah	1.35
New York Single Coil, dash type	6.50
New York Double Coil, dash type	13.50
Primary Connection Wire, per ft	.05
High Tension Wire, per ft	.20
Priming Cups, angle or straight	.50
Relief Cocks	.35
Copper Tubing, seamless, per ft	.13½
Quick Action Switches 30c, 45c and	.65
Auto Lightning Bilge Pumps	2.75
Wolf's Head Gas Cylinder Oil, per Imp gal $1.35, 4 gal	5.00
Arctic Cup Grease, per lb can	.30

We carry a complete stock of Brass Fittings as well as Standard Wrought Iron

Agents for Canadian Fairbanks-Morse

BUILDERS' HARDWARE IS A LEADER WITH US.
10

Page 10 from hardware catalogue issued by Wagstaff & Vestrup, Nakusp, B.C.

BROWNLEE'S CATALOGUE.

J. A. Brownlee, Talbot street, London, Ont., hardware, tinware, graniteware, stoves, etc., and conducting an exceptionally large sheet metal working department, recently issued a 16-page catalogue featuring various lines carried by the firm. Mr. Brownlee's slogan is, "A Deal at Brownlee's Is Always a Square Deal."



Page from hardware catalogue issued by J. A. Brownlee, London, Ont.

On the front cover of the catalogue appears a likeness of J. A. Brownlee, and immediately below, the following information regarding his business:

"Ten years ago, J. A. Brownlee, who, figuratively speaking, was born with a tinsmith's hammer in his right hand and a soldering pot in the left, opened the store he now occupies at 385-387 Talbot street (opposite Market Square). It was a modest store, and the business was modest, too, because the people of London and district did not know him then as they do now. However, they soon got to know that his word of guarantee was as good as a bond, and that whenever they bought anything at the Brownlee store they could rely upon it being the best. That is why to-day his business is the largest in London."

On the inside front cover of the catalogue reference is made to the various departments of the store, which are as follows:

Hardware, paint, stove, tinware and enamelware, sheet metal manufacturing, and repair department. Under the "Service and Delivery" heading the following appears:

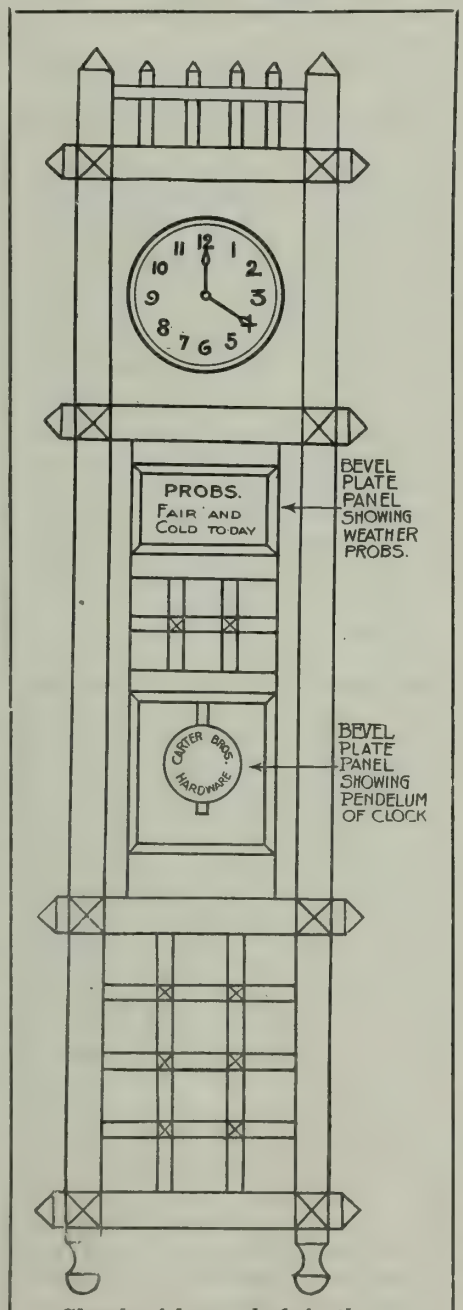
"The growth of our business has made it necessary to add another automobile to our delivery service. Our large motor truck will handle the stoves and heavy hardware. We give prompt and quick delivery of our goods."

The goods featured on various pages are as follows: Page 1.—Paints and varnishes; page 2, tinware, graniteware, galvanized wares, etc.; page 3, screen doors and refrigerators; page 4, household hardware; page 6, sweeping compound; page 7, tools, lawn mowers, step-ladders, etc.; page 8, paints, brushes, etc.; pages 9 and 10, gas ranges; page 11, dustless mops; page 12, metal garages; page 13, coal oil in iron barrels; page 14, barn and house door-hangers, etc.; page 15, garden and lawn hose; page 16, roofing and paving materials page 16, lawn and harvest tools, etc; inside back cover, wall finishes; outside back cover, binder twine, hay-fork rope and other lines in which the farmer is particularly interested.

CLOCK IN STORE FRONT.

IN the Annual Spring Number of Hardware and Metal (March 22 issue) there appeared an illustration and description of the new store front in Carter Bros. hardware store at Picton, Ont. In planning the store front the designer introduced several new and decidedly distinctive features all of which (with the exception of the clock) were described in detail in the Spring Number. The accompanying cut shows the details of the large grandfather's clock which stands in the commodious entrance, and can be viewed by all passers-by on both sides of the street. The clock stands 8 feet 4 inches high.

The frame is of heavy red oak. The face of the clock is exceedingly attractive and large in size. Weather probabilities are shown daily on a bevel plate. The swinging pendulum can also be seen by the passer-by. The name "Carter Bros." appears on the pendulum. As shown in the spring number, portable display stands, the same size as the clock, stand on either side. Seasonable goods are shown on the stands. The clock was designed by Herb Daubney, Picton, Ont. Carter Bros. state that the clock is a splendid advertisement for them. Very few people pass without looking at the time, and hundreds of customers have commented favorably on the novel ideas embodied in the new store front.



Sketch of large clock in the new entrance to Carter Bros. hardware store Picton.

VALUE OF ONE CENT.

Ingram & Davey, Ltd., St. Thomas, recently ran an advertisement in the daily papers under the heading "War Time." The advertisement referred to the purchasing value of one cent and read as follows:

WAR TIME.

The Purchasing Value of One Cent.

To light a 40 watt lamp (36 candle power) for 23 hours.

To make 15 cups of coffee in an electric percolator.

To operate electric chafing dish for 25 minutes.

To operate electric vacuum cleaner for 2 hours.

To warm an electric heating pad for 2 hours.

To run an electric washer and wringer for 1 hour.

To operate electric flat-iron for 2 hours.

To make 22 slices of toast on electric toaster.

"Particularly the Housewife."

We have every electric appliance to lessen the drudgery of hot weather time. Your husband has all office conveniences, tools, etc. "Why not the same in the home?" Call and let us demonstrate our line of HOT WEATHER COMFORTS.

INGRAM & DAVEY, LTD.,
The Big Hardware Store.

UNUSUAL WINDOW DISPLAY.

AN exceptionally novel window display was arranged recently for A. M. Bell & Co., Halifax, N.S., by S. S. Wetmore.

The display which appeared is a miniature reproduction of Berry Bros.' plant, with surrounding features emphasizing the big turn-out of the plant, and its transportation. The plant, as shown in the display, consists of 21 buildings, and there are many chimneys sending forth smoke. In the rear is shown the Grand Trunk station and on a cliff is the aerial warehouse to which packages of Berry Bros.' goods are carried by an endless chain always in motion, for shipment by the Zeppelin. There is a sub-station at the base of the cliff. An air-ship, a hydro-zeppelin, constructed by Mr. Wetmore, floats about the window overhead, passing the aerial station every two minutes, though a notice at the station announces to the public that "owing to atmospheric disturbance it is not safe to land," That explains why

(Continued on page 39.)

The Price of Spelter

Reason for the Advance in the Price of Spelter — Paper Read at the Fourth Annual Meeting of the Metal Branch of the National Hardware Association of the United States.

By W. S. HORNER of the American Rolling Mill Co.

IN the middle of July, 1914, spelter was selling at 4.80c per pound, East St. Louis, the lowest price in five years. The lowest price in history was about three cents in 1895. In the early days of August, just after the war started, spelter declined to 4.72½c. On Aug. 12th, the United States Geological Survey announced its mid-year spelter statistics, showing that the unprecedently large stocks of spelter at the beginning of the year had materially increased during the half year. The unsold stocks in the hands of smelters January 1st, 1914, had been reported at 40,659 net tons of 2,000 pounds, while the stocks on July 1st, 1914, were given at 64,039 tons. The consumption of the United States during the twelve months ending June 30th, 1914, was estimated at 291,750 tons, the stocks reported at the close of the period being no less than 22 per cent. of this quantity.

During the week preceding the issuing of these statistics, spelter had advanced to 5.37½ cents, East St. Louis. Buyers of spelter naturally concluded that the appearance of such extremely unfavorable statistics would operate to depress the market, and as prices advanced further they were confirmed in their view that it was unsafe to purchase. On August 27th a high point was reached, 5.95, and then the market started to decline, reaching a low point of 4.60 on October 13th. This price was 20c per 100 pounds lower than the low point of July, and 12½c below the still lower point reached early in August, after the war had begun. The August advance had occupied 23 days, while the subsequent decline occupied 46 days, or twice as long.

Thus October was half over before the spelter market reached merely the threshold of the spectacular advance which has lately puzzled and concerned the trade. We cannot intelligently discuss this advance and the causes that may have led to it without considering the attitudes that buyers and sellers respectively maintained during the advance.

Let us, therefore, pause for a moment and observe the viewpoints the buyer and seller respectively would occupy at the middle of last October when, after ten weeks of war, spelter was at a lower price than in the early days of the war or just before the war.

Hardware merchants who follow Hardware and Metal's weekly market reports have no doubt noticed the many references that have been made to the phenomenal advances from time to time, since the outbreak of the war last August, in the price of spelter and the consequent effect on the prices of many products in the manufacture of which spelter is used. The accompanying paper read at the fourth annual meeting of the metal branch of the National Hardware Association of the United States deals with the spelter situation in a very thorough manner and should prove interesting to every hardware merchant as well as to manufacturers who use spelter.

The buyer well remembered the spelter advance of two years earlier, culminating in a price of 7½ cents a pound on September 20th, 1912, the highest price in history and three-quarters of a cent above the previous high point reached in 1907. The 1912 advance had been generally regarded as due chiefly to manipulation. Upon the inception of the European war the buyer had been told that the war would advance spelter because England's supplies from Belgium and Germany would be shut off, but with the example of the ephemeral advance in August and the subsequent decline to a lower point than ever the buyer was disposed to dismiss the subject with the observation that when he had not been fooled on the first advance he certainly would not be if there should be another. Presumably it would be simply manipulation.

The sellers, on the other hand, observed that they actually were selling spelter to England and that the brass makers of New England were buying spelter not merely for prompt delivery, but for deliveries far into the future.

A misunderstanding then arose between buyers and sellers, and whether this misunderstanding was encouraged by the sellers is, I think, a debatable question. After the low point of 4.60 was reached on October 13th, the market was subject to frequent and sudden advances, that looked manipulative, with intermediate declines of less extent, until in December a fairly steady market was established at about 5½c. The majority of buyers, except probably the brass makers, thought the market had been manipulated upwards, and were in no mood to buy at prices about a cent a pound above the previous low point.

These buyers eagerly looked forward to the publication of the Geological Survey's semi-annual statistics of production of spelter and unsold stocks in the hands of producers, expecting the statistics to show but a small decrease, possibly even an increase in the stocks as compared with the large stocks reported for July 1st, but on January 4th, the United States Geological Survey announced that the usual statistics would not be published, because it had been impossible to obtain figures from some of the producers.

At once the buyers adopted the view that the sellers had large stocks and wished to conceal the fact. Some of the sellers suggested that the stocks were really very small, and that it was desired to conceal their smallness until the market had advanced further. If this really was their view, it was a very sensible one, for the market advanced more than four cents a pound in less than two months, and if the buyers had had confidence in the market they would have been able to cover against a large part of the advance.

It is desirable to trace in some detail the course of prices since the opening of the year. On the last day of December the market stood at 5½c, East St. Louis, less than one cent a pound above the various low points that had been touched successively in July, August and October.

Then the changes per month were as follows: In January, advanced 2.20 cents; in February, advanced 2.55 cents; in March, declined .95 cents; in April, advanced 4.45 cents.

This made a total advance in the four months of 8½ cents, and left the market May 1 at 13¾ cents, about three times the lowest price of 1914 and more than 6 cents above the highest price ever attained prior to this year.

The question assigned me was "Why did spelter advance?" but before attempting to discuss the possible reasons for the advance it has seemed desirable to show precisely the extent of the ad-

vance and also to show how the market behaved during the advance. At times there have been strong suspicions that the advances were manipulated, but viewing the course of the market during the entire period of the war, it does not look like a manipulated market. Manipulators desire to create confidence in the minds of the buyers, so that they will buy. Profits are not realized merely by marking up quotations; there must be actual buying at the advanced figures. The July advance, followed by a still greater decline, was precisely the thing to prevent confidence, not to instill it. Again, in a manipulative movement there are usually sharp advances at first and slower advances afterwards, as the manipulators approach the point beyond which they cannot go, but in this instance the advances became more rapid as time passed.

I am not prepared to express an opinion whether or not the European war has furnished a sufficient cause for all the advance that has occurred in spelter, but that it has furnished adequate cause for a very considerable advance is beyond question. To avoid complications I shall use as few figures as possible.

World's Production.

The world's production of spelter in 1912 was 1,070,045 net tons, and in 1913, 1,093,635 tons, this not including the production of secondary spelter, from drosses, etc. Of the 1913 production, Germany and Belgium made 530,003 tons or no less than 48½ per cent. The war has greatly reduced this production, and of what production there is, there are no exports. The German and Belgian exports were about 145,000 tons to England and about 40,000 tons to other countries, before the war, indicating that before the war the spelter consumption of the world outside of Belgium and Germany was about 750,000 tons. The production of the United States in 1913 was 346,676 tons, with neither exports nor imports of any consequence.

The actual exports of the United States from July 1st, 1914, to April, 1915, were 102,397,404 net tons, for the nine months, but as the movement did not really start until September, the exports in the seven months ending with March were at the rate of approximately 170,000 tons a year, against the rate of 185,000 tons a year at which Belgium and Germany had previously exported spelter.

The effect of the war upon the consumption of spelter, however, must also be considered. One effect was to reduce very materially the consumption of spelter in the arts of peace.

Great Britain's exports of galvanized sheets, for instance, were 129,239 tons in the seven months, August, 1914, to February, 1915, against 612,047 tons in the seven months a year earlier, showing a decrease on no less than 79 per cent. In the United States the actual consumption of galvanized products may possibly not have decreased, but floating stocks of galvanized sheets and other galvanized products have been reduced as much as possible, so that the consumption of spelter itself has been reduced temporarily at least.

On the other hand, the war has caused a very large demand for cartridges, involving the consumption of brass, made from approximately two parts copper and one part spelter. The statistics of exports from the United States, comparing the nine months ending March, 1914, with the nine months ending March, 1915, show an increase in brass, in bars, plates, sheets, etc., from 4,162,556 pounds to 22,051,699 pounds, which would represent in spelter an annual rate of, say, 5,000 to 6,000 net tons. In articles made from brass, on which only the value is reported, there was an increase of $1,300,000 in the nine months, obviously representing only a negligible quantity of spelter.

In cartridges, which the Government reports under the heading "explosives," there was an increase from $2,541,258 to $9,570,077. While it is impossible to estimate what proportion of this value was represented by the spelter involved, it is evident that the tonnage could not have been large, because if the entire value lay in the crude brass, allowing nothing for the cost of making and loading the cartridges, the spelter required would be only at the rate of 10,000 to 20,000 tons a year. The actual spelter involved, therefore, was inconsequential.

Nevertheless, the brass mills in New England have for months been reported as very busy. Either they are making products which are not returned in the Government export statistics as brass, manufactures of brass, or cartridges, or it does not require a very large tonnage to make them busy.

The exports of brass in various forms may, however, increase somewhat in future, and, seeing that the exports of spelter in the seven months ending March 31st were at the rate of 170,000 net tons a year, the new demand upon the United States for spelter and brass may be forecast at 175,000 to 200,000 net tons a year, representing from 48 to 55 per cent. of the United States production in 1913.

Naturally so large a demand cannot be created suddenly without the metal becoming relatively scarce. The only question is how scarce, and what price the scarcity will justify, whether three times the low price of 1914 and practically double the highest price prior to the war, or some other higher or lower multiple of these prices.

There is also a question whether or not there are concealed speculative stocks in the United States. Obviously, if there were such stocks they would be very carefully concealed, for the holders would be playing for such high stakes that no chances would be taken.

UNUSUAL WINDOW DISPLAY.

(Continued from page 37.)

the airship does not stop at the station. The aerial station is fitted with telephone, searchlight and klaxhorn.

A train of four or five cars moves about, enters the railway station to load up with goods, calls at the substation, and then crosses a 9-foot trestle work. Near the railway station are the Detroit and Cleveland navigation piers, standing out in mirrored water, and at the piers are two miniature steamers very completely equipped, loading goods.

There is also the Michigan Central station near the centre of the display, built of varnish cans and the gums from which the varnish is manufactured. The steps leading to the station entrance are packages of stain; while to the front is a lake and a rockery, built of varnish gum. At the base of the cliff is shown a pretty effect of varnishes inlaid in crimson paper touched with gold.

Near the Grand Trunk sub-station a big water-power wheel revolves and close to it are a water tank and the tank-man's shanty. A train going in each direction from the Michigan Central depot lends to the busy effect.

The little electric train constantly operating travels a circuit of 40 feet and is covered with Berry Bros.' advertising matter, the tone of which pervades the whole display, and "Halifax, the Gateway of Canada" looms up large in the transportation connections. The buildings, trains and ships, including the hydro zeppelin, were built from wood and paper by Mr. Wetmore, and the cliff and rock effects, etc., are of materials suitable, but outside of these, varnish cans and the different grades of gum from which they are manufactured make up the construction materials of the display, while in the extreme rear is a very pretty scenic sunset effect, from Mr. Wetmore's brush. The mechanical part of the combination which is visible only behind the scenes is as wonderful as the effect from the front and is all of Mr. Wetmore's own construction, electricity being the power utilized.

To dress suitably for your work does not mean that you are at liberty to offend your customers by wearing dirty working clothes.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Fire Losses.

Russell, Ont. — In the recent disastrous fire in the business section of this town the tinsmithing business of D. W. Murray was destroyed.

Hardwaremen Enlist.

Jas. A. Moir, of the Winnipeg office of Beatty Bros., Ltd., has enlisted for active service with the 44th Battalion, and is now in camp at Sewell, Man.

Lieut. J. A. Dalton, of W. B. Dalton & Sons, wholesale hardware, Kingston, Ont., has enlisted for active service with the 39th Battalion at Belleville, Ont.

To Represent Ontario Division.

W. H. Lamont, credit manager, H. S. Howland, Sons & Co., Toronto, and vice-president Ontario Division Canadian Credit Men's Association, will represent the Ontario division at the National Council to be held at Winnipeg, June 22-23.

Clean-Up Movement

In Cowansville, Que., the clean-up movement amounts to a general order on the part of the Board of Health for a cleaning-up of all premises during the first two weeks in June. A general inspection will be made and offenders against the civic legislation will be penalised according to law.

Dominion Incorporations.

St. Lawrence Machinery, Ltd., capitalized at $50,000; head office, Montreal. To carry on the business of tool makers, brass founders, etc.

United Specialties Mfg. Co., Ltd., capitalized at $50,000; head office, Montreal; to take over as a going concern the United Specialties Mfg. Co., Montreal.

Personals

Chas. F. Hemmenway, formerly connected with Smith Hardware Co., Montreal, who have since discontinued business, is now travelling direct for Smith & Hemmenway Co. of New York, calling on the wholesale hardware trade in Ontario and Quebec. D. G. Smith of the same firm is now on his way through to the Pacific Coast taking in all important points.

At the Front.

Corp. W. T. Hall, of the Queen's Own Rifles, Toronto, is reported wounded. Before enlisting, Mr. Hall was in the hardware department of the T. Eaton Co., Toronto.

L. J. Stewart, who enlisted with the 90th Winnipeg Rifles at Winnipeg, is reported wounded. Before enlisting, Mr. Stewart was with the Consolidated Paint and Glass Co., Winnipeg, Man.

Business Changes.

New Toronto.—F. J. Hicks has sold out to W. H. Reveley.

Bawlf, Alta.—D. A. Fraser has taken over the hardware business of Molstad & Anderson.

Fredericton, N. B.—Lawlor & Cain have dissolved partnership, Joseph A. Cain continuing.

Balmoral, Man.—D. McLaren, hardware and furniture, has been succeeded by McLaren & Barbour.

Saltcoats, Sask.—I. G. Crossley, hardware and implements, has been succeeded by T. J. & A. Warren.

Preston, Ont.—Frank Melton has resigned his position as manager of the Canadian Buffalo Sled Co. William Ewald, formerly manager Canadian Machinery Corporation branch, at Hespeler, has taken over the management of the Canadian Buffalo Sled Co.

Addition to Plant

The Swedish Crucible Steel Company, of Canada, Limited, Windsor, Ontario, are putting up a large frame addition for temporary use, they will erect a large cupola which will give them a capacity of an additional 100 tons of gray iron, or a total capacity of 120 tons. The cupola will be 42 feet high. Other buildings will be erected for the fall's business. They report a very good increase in business for the month of May. A number of new pieces of machinery have been added to increase their working facilities.

Placing War Orders.

Purchases of $100,000 worth of construction material of all descriptions, from cement mixers and diving outfits to chisels and hammers were recently made from Canadian manufacturers and distributors by the Canadian war purchasing committee. W. Shives Fisher, a member of the firm of Emerson and Fisher, of St. John, N. B., represented the commission in connection with the majority of the negotiations. These materials are to be used in connection with the operations of the Canadian Overseas Railway Construction corps, organised some time ago by the C.P.R.

Winnipeg Firm Branching Out.

On the 1st of June a change of interest to the hardware trade of Western Canada was effected, when the O-rib-O Manufacturing Company, Ltd., through its president, Mr. J. Brockest, bought out the business of F. J. C. Cox & Co., Winnipeg, who for some years have been sellers of building paper.

The O-rib-O Manufacturing Company bought the F. J. C. Cox warehouse on Bannatyne street with the business, and will continue to keep the roofing stock there. This roofing will be marketed through the organization now handling the line of sheet metal products which the O-rib-O Company manufacture, and the Enterprise stoves and furnaces for which Mr. Brockest recently secured the Western agency.

Mr. S. R. Frankling, who has been acting as manager for F. J. C. Cox & Co., now joins the O-rib-O Mfg. Co. as sales manager.

WHAT OUR READERS SAY.

Like all good papers, Hardware and Metal occasionally receives a cancellation. The following, received a short time ago, is typical of the few received:

Souris, Man.

Hardware and Metal,
Toronto, Ontario.

Gentlemen:—

Having sold our hardware business, we ask you to discontinue your paper. We have just received our Spring Number and consider it the best you have yet gotten out. Containing as it does many suggestions that are bound to be a great help to every hardwareman that follows them. We have been subscribers for many years and in every issue have found some idea that was a help in our business.

Yours truly,
CURRY & MITCHELL.

Using Twelve Autos.

The travelling staff of H. S. Howland, Sons & Co., Ltd., Toronto, is now using twelve automobiles, four having been added during the past few weeks. The travellers now using autos in calling on the Ontario retail hardware trade are as follows:—J. C. Northcott, London, Huron and Bruce District; H. D. Wilson, Muskoka District; W. H. Cruickshank, North of Toronto District; F. L. Smith, Owen Sound District; J. N. Kidd, Eastern Ontario District; J. R. Johnston, London District; W. A. Fetherston, Rural Districts; L. Ross, North Shore District; S. Thompson, City of Toronto; W. B. Baiden, City of Toronto; P. C. Rodger, City of Toronto; W. F. Cotton, City of Toronto;



W. L. HELLIWELL,

General manager, Gurney North-West Foundry Co., Winnipeg; president, Canadian Credit Men's Association, Winnipeg. A meeting of the National Council of the Association representing all branches will be held in Winnipeg during the week commencing June 21.

To Meet in Winnipeg.

The National Council of the Canadian Credit Men's Association, Limited, Dominion-wide organization, formed in the interests of wholesalers and manufacturers granting credit, will hold its annual meeting in Winnipeg on the 22nd and 23rd of June. Delegates will be present representing the different provinces of Canada.

The association, which was formed in 1910, has grown rapidly, and organized, as it is, with a view to the promotion of high ideals in business and a higher plane of public morality with respect to credits and credit granting, it is easy to understand why it has been possible for this body, starting from a mere handful of credit men, to form a Dominion-wide organization, with branches in all the principal cities of the country.

Hardware Letter Box

Moulding for Maps

Doherty Bros., Kinmount, Ont.—Will you please give us the names of some firms who handle mouldings for the top and bottom of maps.

Phillips Mfg. Co., Carlaw Ave., Toronto, Ont.

Geo. H. Hees & Sons Co., Ltd., 52 Bay Street, Toronto, Ont.—Ed.

Gasoline Irons

The E. J. Coles Co., Woodstock, Ont. Could you give us the names of firms who are manufacturing Gasoline Irons.

Taylor-Forbes Co., Ltd., Guelph, Ona.

Acorn Brass Mfg., Co., Aurora, Ont.

National Stamping & Electric Works, 418 S. Clinton St. Chicago, Ill.

Royal Iron Mfg., Co., Big Prairie, Ohio.—Ed.

Address of Mining Publications

R. Chesnut & Co., Fredericton, N.B.—Will you kindly furnish us with names and addresses of Mining Journals published in England.

The Mining Magazine, Salisbury House, London, E. C.

Teh Mining Journal, Mansion House, 15 George St., London E. C.—Ed.

"Koted" Paper.

McKinley & Northwood, Ltd.,Ottawa, Ont.—Please advise us if you know of a building paper called "Koted" paper and if so kindly advise where we can procure same.

Bird & Sons, Heintzman Bldg., Hamilton, Ont.—Ed.

CATALOGUES AND BOOKLETS

Lathe turrets made by Fay & Scott, Dexter, Me., are dealt with in a bulletin recently issued. The illustrations show some new designs of lathe turrets, carriage and bed types, particularly adapted to the manufacture of shrapnel shells. A brief description is given of each style together with tables giving the principal dimensions and other particulars.

The Westcott Chuck Co., Oneida, N. Y., are distributing a leaflet describing the Westcott spur geared scroll cutting-off chuck, especially adapted for shrapnel shell work. The essential features of this chuck are described, and a table is included giving the principal dimensions of each size.

WEEKLY HALF HOLIDAY.

(Continued from page 31.)

STAYNER—No half holiday.

SIMCOE—Thursday afternoon, June, July, August, September.

SMITH'S FALLS—Wednesday afternoon, June, July, August.

TAVISTOCK—No half holiday.

THORNBURY—Thursday afternoon, June, July and August.

TILLSONBURG—Wednesday afternoon, June, July and August.



C. S. WOODS,

Recently appointed Central Ontario traveling representative of Beatty Bros., Ltd., Fergus, Ont.

TRENTON—No half holiday.

THOROLD—Wednesday afternoon, June, July, August.

UXBRIDGE—No half holiday.

WATERLOO—Wednesday afternoon, during June, July and August.

WALKERTON—No half holiday.

TILBURY—No half holiday.

WELLINGTON — Thursday afternoon, June, July and August.

WELLAND—Wednesday afternoon, June, July and August.

WHITBY—Thursday afternoon during July and August.

WEST LORNE—No half holiday.

WEST TORONTO—Wednesday afternoon year round.

WINDSOR—No half holiday.

WINCHESTER—No half holiday.

WALKERVILLE—Thursday afternoon, June, July, August.

WALLACEBURG—No half holiday.

WATFORD—Wednesday afternoon, June, July, August.

WEBBWOOD—No half holiday.

Practical Course for Sheet Metal Workers

Article No. 34 of Series

By CHARLES SEIVERS

IN this issue is shown a very simple method of cutting mitres or patterns for a finial or post, one square in plan, the other octagon in plan.

In Fig. 1 is shown an elevation and plan of the post, square in plan.

As already described in a previous number a square mitre can be cut from the profile or section of moulding, in this case after dividing the curved mouldings into equal number of parts, draw a line through centre of elevation as shown by A-B.

Draw two parallel lines as C-C and D-D, and at right angles draw C-D, from this point lay off the spaces between points on profile as 1-2-3-4, etc., between stretchout lines, and parallel to them, draw a line as E-E, this line to correspond to A-B, and to be used to set off measurements from.

Measure from line A-B on elevation to outer edge where each division ends, and set off from line E-E on pattern, putting measurements on line 1 of elevation on line 1 of pattern, line 2, on line 2 and proceeding carefully with remaining lines in similar manner.

When all are set off a line drawn through points obtained will give outline of pattern desired. In Fig. 2 is shown the elevation of a post octagon in plan on a line parallel to its base as C-D.

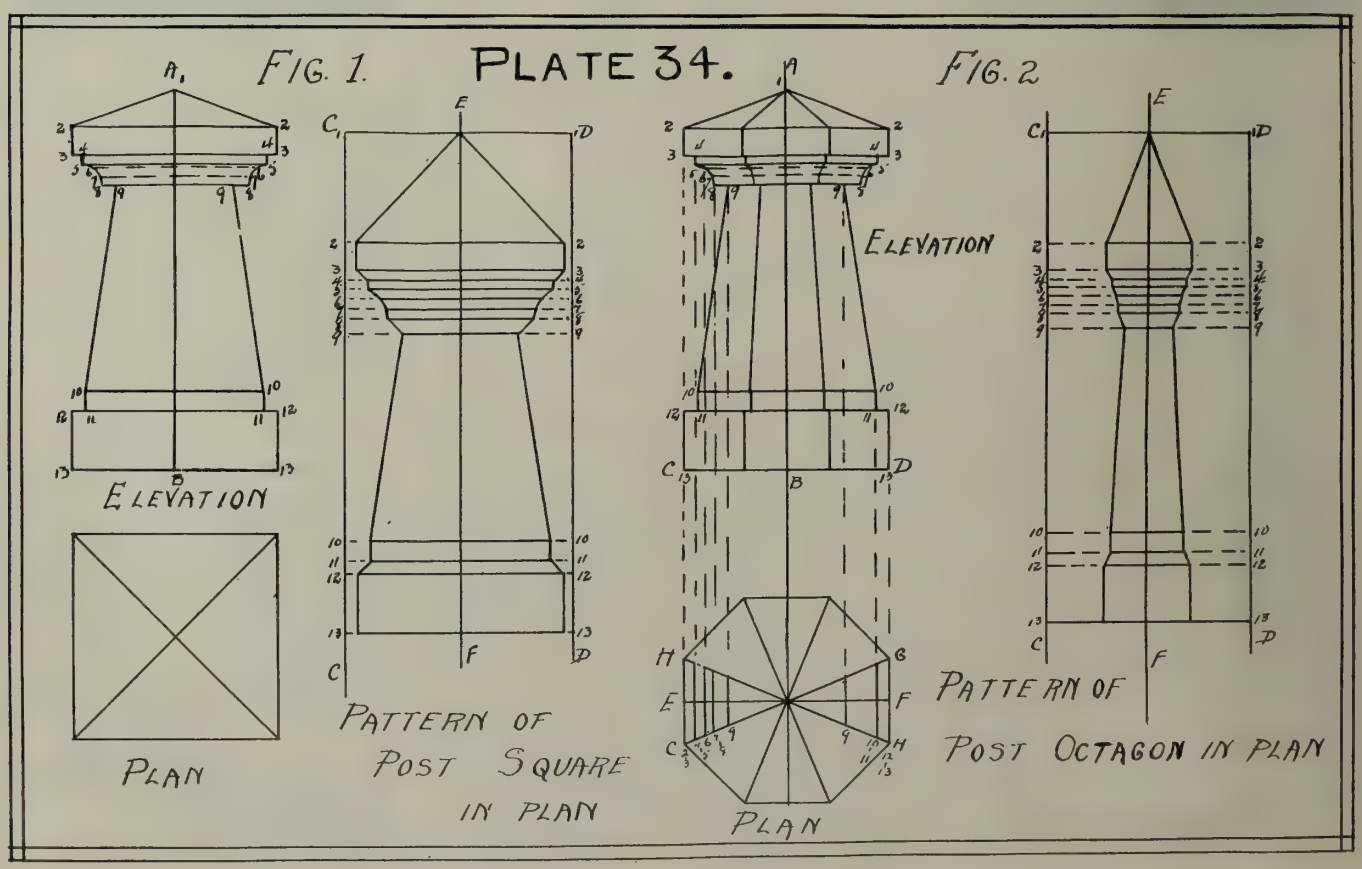
The accompanying article is No. 34 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

Draw a plan view of post as shown by octagon drawn on line E-F. Divide the profile of elevation as described in Fig. 1, and from each point draw a line parallel to centre line A-B, until it intersects the mitre lines on the plan.

In order to keep the lines from being bunched up too close, the upper part of post from points 1 to 9 are drawn on one-half of plan and from 9 to 13 on opposite half of plan as shown by G-G and H-H.

Draw two parallel lines and connect at right angles as C-C and D-D and C-D, from C-D on each line lay off the divisions on profile. Parallel to C-C draw a line as E-F. Measuring from line E-F on plan to the mitre lines G and H, set off the distance on line 1 on line 1 on stretchout. On line 2 of plan on line 2 of stretchout and repeating in similar manner on remaining lines. When two points as 2 and 3, 4 and 5, etc., come on same line, the same measurement does for both.

When all are set off a line drawn through the points obtained will give outline of pattern desired. Should the post be any regular polygon in plan the method of developing the pattern would remain the same.

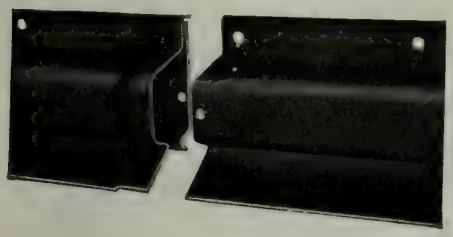


New Hardware Goods

Offered Canadian Hardwaremen

SLIP JOINT TRACK.

Wagner Manufacturing Co., Cedar Falls, Iowa, recently made a change in their Ever Tight Track, whereby the two



Tracks ready for installation.



Ever Tight and Rain Shed Tubular Barn Door Tracks.

sections of track are joined together in a slip joint. The accompanying illustration show the new slip joint, which is said to insure a perfectly smooth running joint. The company states that this track does away entirely with any brackets, joint splices, etc., and at the same time makes a joint that is easily put together.

NEW TELESCOPE CASE.

A new design in metal vest pocket flashlights is the "Kwik-lite" Telescope Case. (Illustrated herewith.) The new design, consists of two parts drawn into



New Telescope Case.

shape from a solid sheet of metal, the upper part telescoping into the lower, and when pushed together, they firmly lock. With a slight pressure on the side of the case, the two pieces can be pulled apart, making it an easy matter to insert the battery.

There is not a hinge on the entire case, and no clasps, the makers claim, which catch and tear the pocket. They are supplied in a variety of finishes, including nickel, gun metal, statuary bronze, silver and gold.

This is one of the many new designs shown in the thirty-two page "Kwik-lite" catalogue just issued by the Usona Manufacturing Company, Inc., No. 1 Hudson street. New York City, and No. 309 S. St. Clair street, Toledo, Ohio.

STROP-BACK HONE.

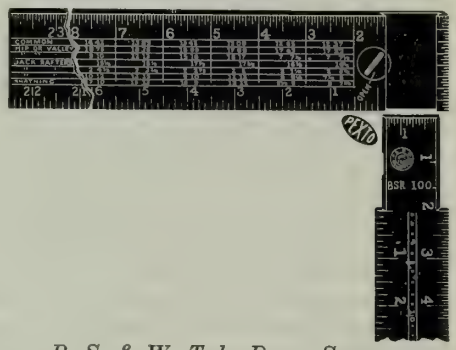
American Hone Company, Olean, N. Y., offers to the Canadian trade the



Strop Back Hone.

"Cushion Strop-Back Hone," here illustrated. The makers claim that some of the greatest improvements in devices for razor sharpening are found in this hone. The makers claim that with this hone, although the stroke is shorter than with the swing strop, yet fewer strokes are needed to get the most pleasing edges. The makers also claim that with the swing strop much depends upon the hand holding the strop—whether the leather is pulled tight or left loose. It is possible to strop correctly on a loosely held strop, but it is very difficult. With this cushioned strop the surface is constantly flat, 99 per cent. of stropping uncertainty is removed.

The makers also state that it is a



P. S. & W. Take-Down Square.

demonstrable fact that the Cushioned Strope as perfected on this strop-back hone represents the highest efficiency attainable. Every one is genuine shell horsehide and finely finished. The results are the same in the hands of an expert as in the hands of a novice.

TAKE-DOWN SQUARE.

The Peck, Stow & Wilcox Company, Southington, Conn., are offering to the Canadian trade a new take-down square. The manufacturers state that when the tongue slides into the grooved portion of the square it is thrown forcibly against the shoulder by a button which works on a cam. This not only means that the square is always perfectly rigid and true, but that the graduation is also absolutely accurate when the parts are locked together for use. It is also impossible to separate or unlock the square unintentionally while using it. Accuracy is further secured by the unusually careful machining of the joints to a perfect fit.

It is also a very convenient tool as well as being strong and reliable, inasmuch as it needs no specially made key for unlocking it. The button is constructed with a slot so that the owner can use a coin or any other piece of metal that will fit into it. All the edges of the square are perfectly straight and there are no protruding parts so that when assembled it is as rigid and accurate as a solid square.

This square is made in all the usual numbers and finishes including those which show rafter framing table.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—The Steel Corporation—The Real Issue.

The Steel Corporation.

From the New York Journal of Commerce.

THE unanimous decision of the Circuit Court of Appeals at Philadelphia in favor of the United States Steel Corporation in the anti-trust suit virtually sustains the contentions of that organization that it is not monopoly and does not effect an unlawful restraint of trade in the products of the iron and steel industry. It follows substantially the lines of the Supreme Court decisions in the Standard Oil and Tobacco cases in interpreting the law, but holds that its application does not bring this corporation within its prohibition and require its dissolution.

In effect, it upholds the contention upon which counsel for the Corporation have insisted, that in the regulation of competition within reasonable limits it has not had an injurious effect upon the competing companies, which have gained in their proportion of the business, upon the industry and trade as a whole, or upon any interest of the public. This suit was started in the midst of what was not so much a genuine anti-trust agitation as an attack upon large and powerful corporations which were a legitimate result of industrial development in this country. It was never fairly justified and there seems to be no sufficient justification for carrying it any farther.

* * *

A Soft Answer.

From the Credit Men's Bulletin.

THERE is nothing to be gained by allowing yourself to become aroused by anything that a man with a kick may write you. There are a thousand things which might have put him in a bad humor, all of which you know nothing at all about.

It is a good plan in adjusting any kind of a complaint, if it is impossible to give a man an immediate answer, to write him that his complaint is being investigated and he will then understand that the matter has not been neglected.

Possibly the best way to get the right attitude in answering a customer's complaint, or his attitude towards an unpaid account is to consider how you would handle this customer if he came into your office. Certainly you would not pick a quarrel with him, you would not let yourself be other than courteous and polite throughout his call, you would take him all through the house if necessary just to demonstrate how desirous the firm was to give him a square deal.

It must be borne in mind, also, that a great many merchants, especially those who are doing a very small business, do not as a rule have the proper knowledge or acquaintance with business customs and are therefore likely to say and do things that you as experienced business men would not countenance in your own establishment. To bear this in mind will frequently help in adjusting the customer's complaint with the greatest degree of satisfaction to all concerned."

The Real Issue.

From the Boston Post.

BEFORE there ever existed any law, international or otherwise, the lowest brutes of the field shed their blood to defend their young. The Barbarians of the forests fought to the bitter end to shield their women and their children. Up through the weary, blood-stained centuries to the ancient civilizations, through the mediaeval ages to our modern civilization, the idea has grown apace that it is the duty of the nation to protect its citizens wherever they might be on legitimate errands.

Finally, there grew up a universally recognized code of international law, emphasizing and guarding the personal rights of individual travelers, and especially neutral travelers on the high seas and elsewhere—rights that all nations even when at war must respect.

Now along comes Germany in the twentieth century, and sets up the infamous, incredible claim that she is justified in deliberately slaughtering innocent neutrals, because, forsooth, to spare them would interfere with her plans of submarine warfare. And so, knowingly and without even a warning, she torpedoes and sinks a great passenger ship, and sends to sudden death over 1,000 non-belligerents, including over 100 American citizens—men, women, children and babes at breast.

For this horrible, unbelievable crime against international law, against civilization, against humanity, she was called to account by President Wilson in a note, remarkable for its self-restraint and for the opportunity it gave her to make any possible amends, to disavow responsibility and to take immediate measures to prevent the repetition of such a terrible catastrophe.

The war-crazed chancellery at Berlin replies with an attempt to excuse the inexcusable. The claim is made that the Lusitania was an armed auxiliary cruiser. It is not true. Collector Malone, of New York, whose special business is to know the facts, certifies that the Lusitania carried no armament. Germany insults the good faith of our government when she makes such a false assertion. Nor was the steamer an auxiliary of the British navy. She was liable to be requisitioned, as are all merchant ships of all nations at war. But she had not been called. She was beyond cavil an unarmed merchant vessel.

The German note claims that she carried Canadian troops. Not a scintilla of evidence has been produced to show this. The United States government has used extreme care that no troops should pass through our borders or be shipped at our ports. The note further undertakes to tell the United States that our laws against the presence of explosives on passenger ship were violated. This is also untrue, because it was long ago decided that cartridges for small arms do not fall within the law. And even if these allegations as to the cargo were true, it was Germany's plain duty under long accepted international law to safely remove passengers and crew before sinking the ship.

Only in barbarism and piracy can any adequate excuse be found for the murders of the innocent passengers on the Lusitania.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The market reports this week indicate that the hardware trade is passing through a period of sudden price advances, caused largely by changing situations in the metal markets. Recent developments in lead have caused stiff advances in the price of many lines. White lead in oil has advanced $1.50 per 100 pounds. Dry white lead, red lead, lead pipe, solder, lead fittings, sheet lead, shot and other lines have advanced in price. The continued high price of spelter has caused further advances in galvanized sheets, galvanized pipe, wire, staples, poultry netting, etc. Regarding galvanized sheets it is claimed that even at advanced prices the makers are losing money when present costs of production are considered. Prices on brass and copper wire, brass shoe rivets, etc., have advanced considerably. The oil market is weaker and prices have declined at Toronto. Paris green has advanced. Owing to the many sudden changes which are taking place, there is a great variation in the prices being quoted on certain lines. Some wholesale firms still have on hand stocks of certain goods bought some time ago at low figures. Other firms having disposed of stocks bought at low prices, now have to enter the market and pay exceedingly high prices. It is obvious that the latter are at a disadvantage when meeting low prices quoted by the former. Quotations on many lines are for immediate acceptance and delivery and subject to stocks on hand. In some cases prices have been temporarily withdrawn. The markets this week, as in recent weeks, contain valuable information for the hardwareman. June business with hardware jobbers is showing a good improvement over May.

MONTREAL.

MONTREAL, June 10. — The metals have increased their dominance of the hardware market situation this week. Spelter is the chief sensation, but lead is still very much in the limelight, and in sympathy with tin has firmed up, and copper and antimony and very strong. Products are being affected in every direction and the advances on everything into which spelter enters in any degree are such as provide matter for serious consideration. This seriousness has been brought home by the report that the British Government proposes to commandeer all supplies of spelter for the use of the war department. The report is considered as semi-official and likely to be carried out. Lead has been principally interesting to the paint men, but lead products are also affected and it is considered that the same action as proposed in relation to spelter may be taken by the British Government in regard to lead, in order to maintain the output of ammunition.

Price advances cover sheet lead, lead pipe, lead fittings, galvanized sheets, solder, sheet zinc, Canada plates, Terne plates, tinned iron, black sheets, galvanized pipe, fence wire, brass and copper wire, staples, poultry netting, galvanized wire rope, etc.

The movement of goods shows some slight improvement as regards the country, Some country districts are a little better than at this time a year ago, but the city continues dull, particularly as regards the heavier materials. The activity is great in relation to the volume of business on account of the great number of small orders, but the profits are generally satisfactory on this trade. The warm weather livened up the demand for seasonable lines, particularly lawn equipment.

The Metals.—Spelter provides the sensation in the metals this week, but lead is not much over-shadowed, and there are advances all along the line—tin, copper, antimony, etc., all being affected to a more or less extent. The semi-official action of the British Government, as seen in the announcement that spelter is likely to be commandeered for military purposes, practically means a cancellation of all contracts between British and Canadian firms, and the confining of manufacturing operations to sheets alone. Advances are general in all lines where spelter is a factor. Lead is now about 50 per cent. ahead of the level of two weeks ago, and all products record materially advanced prices. Higher prices for copper are resulting in advanced quotations generally for brass and copper manufactures. Altogether it is difficult to see where the metal markets will end if the war continues.

Tin.—The decline in tin on the local market, although it did not go so low as New York proportionately, has been checked up, an upturn in the latter and London markets, and quotations have been advanced 1c, to 47c-48c. This firmness was predicted as the result of the rapid rise in lead values. Latest advices are that, while London is still advancing, New York reports a smaller inquiry from consumers and sellers very shy. The state of the trade continues strained and excited, and the advance of an additional $5 per ton in lead adds to this condition. New York's gain for the week is 2¼c to 40¼c.

Spelter.—The report that the British Government is likely to seize all spelter stocks for the use of the war department has been the sensation of the week in this market. This is regarded as semi-

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	29c-30c
Copper	21c
Lead	7¾c-8c
Antimony	40c
Solder, ½ x ½	27c-29c
Solder "strictly"	30c-32c
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp	13c
Sisal	11c
Lath Yarn	9¾c

For quotations on other hardware goods see weekly report and current quotations.

official news and contracts between British and Canadian firms are in a state of suspension if not complete cancellation. This applies more particularly to miscellaneous products than to sheets. The advance in the local market is 3c a pound, to 29c-30c, the increase in New York being about the same amount to 26c and 27c. Products into which the metal enters in course of manufacture are more affected this week than since the war began, the sustained high values beginning to be directly felt as old stocks are exhausted. Strange to say, late advices from New York are that the demand in the galvanizing trades has dropped to the ground with the inquiry from war contractors also easier. It may be that the consumers are just beginning to realize that, with their immediate needs satisfied, they are facing a market which has practically doubled since May and nearly trebled since the 1st of April. At the present level it would not require very heavy offerings to start a movement towards lower prices, in the New York opinion. Paper profits are estimated to run into the millions, but they may vanish as they have often done before. Generally speaking, the factor seems to be overlooked that the ordinary consumption at the present prices is likely to show a very material reduction, and it remains to be seen whether this has been figured on in the relation of supply and demand.

Lead.—Another advance of $5 the ton by the American trust brings the New York quotation to $5.75 and Montreal to $7.75 and $8. Sheets, pipes and other products have followed in the procession. The top of the movement does not seem to have been reached and in New York there is talk of 10c lead. At the moment, outside handlers are getting considerably above the Trust quotation, and immediate advances are, therefore, to be expected. In relation to the higher prices, however, it is pointed out that the American production is practically unlimited and it is a question if the market at its present level is not the result of speculation and, therefore, unhealthy.

Copper.—Copper continues at 21c on the local market and is very firm, while all copper and brass products are rising in price as the sustained high cost of raw materials affects the situation more and more. An advance is logical with New York at 19½c—nearly 1c above a week ago—and predicting a further increase of ½c. New York reports a very strong demand by domestic consumers.

Antimony. — This market continues without much change. British supplies are being exhausted and are practically unobtainable at second hand. A further advance of about 1c is recorded in the United States for Chinese and Japanese, while Montreal remains nominally about 40c.

Solder.—Lead has now become a strong influence in the solder situation and prices are advancing. Local quotations up to the present are advanced 2c from the bottom with the top prices still holding. Half-and-half is quoted 27c to 29c and "strictly" 30c to 32c.

Sheet Zinc.—Perhaps no one item in the metal list shows a greater change than sheet zinc. Before the war broke out the price was between 7c and 8c, whereas 36c is now being quoted and there is very little available even at this high figure. This is an advance of 10c for the week.

Sheet Lead.—The advance of 75c all round on lead sheets made last week is followed by another increase of 50c and there is prospect of a continued rise in values. The following quotations are now in effect:

Sheets, 2½-lb. sq. ft	$8.75
Sheets, 3-lb. sq. ft.	8.50
Sheets, 3½-lb. sq. ft.	8.25
Sheets, 4-6 lbs. sq. ft.	8.00

Lead Pipe.—The advancing lead market also has its effect on lead pipe. The advance of 1c last week is followed by another of ¾c this week. Lead pipe is now quoted at 9¾c and lead waste pipe at 10¾.

Lead Fittings.—Fittings are also in the price parade, and an increase of 10 per cent. is noted; traps and bends are now 30 per cent. off as compared with 40 per cent. Lead wool is another item on the list, showing an advance of 1c, from 8c to 9c a pound.

Galvanized Sheets. — Continued advances in spelter have further affected the quotations for galvanized sheets, which are up another 25c all round, while further increases are not unexpected. The following quotations are now in effect:

Queen's Head and Gorbals Best Best—	
16-20 gauge	$4.80
22-24	5.00
26	5.25
28	5.50
Fleur-de-Lis and Colborne Crown—	
16-20 gauge	$4.55
22-24	4.80
26	5.05
28	5.30
Apollo—	
14 gauge	$4.30
16	4.30
18-20	4.50
22-24	4.60
26	4.70
28	5.20
10¾ ozs.	5.40

Galvanized Plates.—Galvanized Canada plates are affected similarly to sheets, the advance being 25c. with the following quotations now in effect:

	Apollo	Crown	Gorbals
18x24x52	$ 6 00	$ 6 00	$ 6 00
60	6 25	6 25	6 25
20x28x47	6 25	6 25	6 25

Terne Plates.—Charcoal terne plates have advanced 25c. Quotations are now as follows:

Dean or I. G. Grade—	
I.C. 20 x 28, 112 sheets, 216 lb.	$9 25
200 lbs.	9 00

Tinned Iron.—An advance of 25c is recorded for tinned iron. The quotations now in effect are:

72x30 up to 24 gauge, case lots		$ 9 75
Less case advance 25c.		
72x30 up to 26 gauge, case lots		10 25
20x28x94	12 50	12 50

Black Sheets. — There are general changes in the list for black sheets, advances being from 10c to 30c. The new list is as follows:

10 to 12 gauge	$3 00
14 to 24 gauge	2 85
26 gauge	2 95
28 gauge	3 00

Galvanized Pipe.—The quotations for galvanized pipe continue to advance almost weekly in sympathy with the spelter market. The double lists in effect for some weeks have disappeared for the time being in favor of the following:

Buttweld.	Per 100 feet.
¼" and ⅜"	$ 3 66
½"	4 42
¾"	5 40
1"	7 99
1¼"	10 81
1½"	12 92
2"	17 39
2½"	27 49
3"	35 95
3½"	43 24
4"	51 23
Lapweld.	
2"	18 87
2½"	28 08
3"	36 72
3½"	44 16
4"	52 32
4½"	62 23
5"	72 52
6"	94 08
7"	123 76
8" x 25 lbs. per foot	130 00
8" x 28 lbs. per foot	149 76
9"	179 40
10" x 32 lbs. per foot	166 40
10" x 40 lbs. per foot	214 24

Fence Wire.—The price of spelter has also affected fence wire to a material degree. New prices which have been adopted are as follows:

Barb	$3 05
No. 9, coil spring	3 00
No. 9, plain galvanized	2 95
No. 12, plain galvanized	3 10
No. 13, plain galvanized	3 20

Brass and Copper Wire.—The prices of brass and copper wire have been steadily advancing with the market for raw materials. Copper wire is now quoted 40 per cent. off. Brass wire, 3 to 24 gauge, is quoted at net list and 25 to 36 gauge 5 per cent. off. Some firms, however, still quote 5 per cent. off and 10 per cent. off, respectively. Snare wire is quoted as follows: No. 20, 52½c; No. 22, 53½c; No. 24, 57½c; and No. 26, 67c. Brass jack chains are now 35 per cent. off.

Staples.—Further evidence of the effect of costly spelter is to be found in advances of $1 on staples. Galvanized staples are now $4 in kegs and $4.25 in 25-lb. boxes.

Galvanized wire roofing nails have also been advanced, the quotations being $6.50 as compared with a former figure of $5.75.

Poultry Netting.—Poultry netting, in which there is a very fair movement, advances on account of the spelter influence. The discount has been brought down from 45 per cent. off to 40 per cent. off.

Galvanized Ware.—The advances in galvanized ware made a week ago were quickly absorbed, and such have been the increases recorded in spelter that there are radical price changes predicted to take effect before the end of the week. It is stated that the development of England taking charge of spelter stocks for war purposes—if such a step is taken—would be to cut off supplies for anything but sheets. The expectation that the next change in the price list will be to drop all discounts in favor of net list prices.

Copper Rivets.—Advances in the prices of copper rivets are still predicted, and it is thought that the change cannot long be wederred, as higher quotations are warranted by the position of copper.

Screws and Bolts.—Brass screws have not yet been advanced, but the predicted higher prices are fully warranted by the rise in brass wire. Other screws and bolts are in fair demand in the outside districts, but the city trade is quiet.

Builders' Hardware and Materials.—New lists on builders' hardware are still being awaited, evidently being further deferred by the unsettled state of the metal markets. However, a working basis has been in effect for some time with an all-round advance averaging about 10 per cent. Demand for hardware and materials is slow, and prospects are anything but bright for the building season.

Iron, Steel, Nails, Etc.—Consumption of bar iron and steel is very light, the former is quoted at $2 with 5c off on car orders. The movement of nails and fencing continues very fair, considering the season.

Cutlery.—The June demand for cutlery has been very fair and continues so. Also there has been considerable inquiry for plated ware. June weddings are evidently helping in this department.

Oakum.—The market for oakum is rather unsettled. While some firms are quoting the same prices as before the war, others have made advances and one house reports increases of 75c on plumbers' spun.

Galvanized Wire Rope.—Wire rope has been making some important advances, the galvanized being particularly affected. Galvanized, 1st grade, 6 strands, 24 wires, ⅜ in., from $5 to $7.25; 1-in., $16.80 to $21. Black, 1st grade, 6 strands, 19 wires, ⅜-in., $5 to $6, and 1-in., $15.10 to $18.50.

Seasonable Lines.—The recent warm spell had the effect of starting a brisk movement of summer lines to outside points. This was particularly noticeable with regard to lawn tools; garden equipment and harvest lines are also going well.

Stoves.—There is little change in the stove business, although the hot spell was good for gas and oil stoves. In the heavier goods things are very dull.

TORONTO.

TORONTO, Ont., June 10.—There have been many developments in hardware circles this week, and many price changes have taken place. There has also been some improvement in business, and a brighter feeling prevails in the hardware trade. The more seasonable weather has created a better demand for summer lines, although there is room for improvement yet. Conditions in the country districts are satisfactory, and the crop prospects continue favorable, which is having a beneficial effect on business. The city trade is showing some improvement in the demand for seasonable lines, but the building trade is quiet and builders' hardware is moving slowly. Trade is being stimulated by the orders for war materials. Harness makers are reported to be very busy on government work. There is a tendency for consumers to buy in small lots and to keep stocks as low as is convenient.

The spelter situation is seriously affecting the galvanizing trade. The metal is practically unobtainable except at extravagant figures, with the result that prices of galvanized sheets have again been advanced. Higher prices on galvanized pipe, galvanized wire and brass wire have also to be noted. Conditions are such that it is impossible to say what will happen to the market, but there are no signs of any relief. Lead pipe, sheet lead and fittings have advanced in consequence of the increase in the cost of pig lead. The rope market is very firm, and an advance in Manila is anticipated. Prices on sheet zinc are higher, but have been withdrawn on account of conditions in the market.

Metals.—A strong tone characterizes the metal markets, and higher prices are the general rule. The demand for those metals used in the manufacture of munitions is gradually increasing, and there is some improvement in the ordinary business. Spelter is again in the up-grade, and the market is erratic. The situation is becoming increasingly serious, as the metal is very scarce. Lead has advanced sharply, and the market is active. Tin, copper and aluminum have all advanced, and solders are firm in consequence of the strength in the tin market.

Tin.—The market is higher after considerable activity, and business in futures is heavier. The present price is considered moderate, but there is a temporary absence of speculation, and the market will probably not advance much higher in the meantime. Tin has advanced 3c locally, and is quoted at 45c per pound.

Copper.—The market is strong and higher. There is a distinctly better tone in the market, and copper is in a strong position. The heavy consumption of copper for munitions continues, and no reduction in this direction is looked for, the tendency being in the direction of an increase. Copper has advanced ½c, and is being quoted locally at 21½c to 22c per pound.

Spelter.—The situation is unchanged, and conditions in the market do not improve. The British Government contemplate, it is claimed, commandeering all stocks of spelter in Great Britain and prohibiting the use of spelter for galvanizing except for Government work, including what may be required for munitions. Quotations have advanced 2c, but are purely nominal at 32c per pound.

Lead Advanced.—The market is strong, and the Trust has advanced prices another $5 per ton at New York. The market appears to be in the hands of the speculators, and a higher level may be reached, notwithstanding the fact that production can easily meet the consumption. Lead has advanced 1¾c, and is quoted at 8c per pound locally.

Antimony.—The market is firm and more active on account of good buying. There is a growing demand for antimony for munitions, and all available supplies are being reserved for this purpose. There is a shortage of metal in the local market, and indications point to higher figures. Quotations are nominal at 40c per pound.

Aluminum Advances.—The market is strong, and quotations have advanced 4c, being nominal at 30c per pound.

Solder.—Business is quiet, but prices are firm, due to strength in the tin and lead markets, with higher prices looked for. Prices are given in panel and in the current market quotations.

TORONTO QUOTATIONS.

Tin	45c
Copper	21½c-22c
Spelter	32c
Lead	8c
Antimony	40c
Aluminum Ingot	30c
Aluminum Pattern	29c lb.
Solder, ½ x ½	27c lb.
Wire Solder	33c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Pure Manila Rope	15½c base
British Manila Rope	13c base
African Hemp Rope	13c base
Sisal Rope	10½c base

For quotations on other hardware lines see weekly report and current quotations.

Sheet Zinc.—Prices continue on the up-grade and shortage of zinc is seriously affecting the sheet zinc trade. Quotations on sheet zinc are nominal at 31c on 5-cwt. casks.

Galvanized Pipe.—Higher prices equal to an advance of 12 per cent. are announced for galvanized pipe. The advance was predicted in these columns last week, and is entirely on account of the shortage, and consequently high price of spelter. Black pipe is unchanged. The following are the new prices for galvanized pipe:

Buttweld.	
¼" and ⅜"	$ 3 66
½"	4 42
¾"	5 41
1"	7 99
1¼"	10 81
1½"	12 93
2"	17 39
2½"	27 50
3"	35 96
3½"	43 24
4"	51 23
Lapweld.	
2"	18 87
2½"	28 08
3"	36 72
3½"	44 16
4"	52 32
4½"	62 23
5"	72 52
6"	94 08
7"	123 76
8"x25 lbs. per foot	130 00
8"x28 lbs. per foot	149 76
9"	179 40
10"x32 lbs. per foot	166 40
10"x40 lbs. per foot	214 24

Lead Pipe Advances.—Another advance in lead pipe is announced as a result of conditions in the lead market. The new prices are as follows: Lead pipe, 9.75c; waste pipe, 10.75c net; traps and bends 30 per cent. off list. The market is very firm, and higher prices are probable if the lead market continues to advance.

Galvanized Wire Advance.—Prices on galvanized fence wire have advanced 30c per cwt. Prices, however, have been withdrawn by some firms on account of the spelter situation. The new quotations are as follows: Barb wire, $3.02; No. 9 coil spring, $2.90; No. 9 plain galvanized, $2.80; No. 12 plain, $2.95, and No. 13 plain, $2.90 per cwt. Some firms are still quoting at last week's prices—30c per 100 lbs. less than the foregoing.

Brass Wire.—The high cost of spelter has made an advance in brass wire necessary. In 3 to 24-gauge net list and 25 to 36-gauge the discount is 5 per cent.

Galvanized Sheets Advance.—The possibility of a further advance in prices of galvanized sheets was predicted in these columns last week. The new prices are now in effect and represent an advance of 25c per cwt. The spelter situation is entirely responsible for this, and the outlook is serious for the trade, as prices will probably go much higher. Many of the leading sheet mills are declining business.

Canada Plates.—New prices are announced for Canada plates. Ordinary 52 sheets are quoted at $3.50, and all-bright, $4.60.

Bar Iron and Steel.—There is no change in the situation, and business is dull except for war materials. Prices of bars are firm, but unchanged, at $2 base.

Galvanized Ware.—Prices are firm at the advance reported last week. Unless the spelter situation improves higher prices for ware may be expected.

Rope.—The market is very firm, and an advance in the price of Manila rope is anticipated. There is no change in the situation as regards raw materials, all markets being affected either directly or indirectly by the war. Prices are firm, and are given in the current market quotations.

Wire Nails.—Quotations are firm at $2.35 base, and fair business is reported. Cut nails are quoted at $2.75 base.

Babbitt Metal.—Some brands of babbitt metal have advanced 5c per pound in consequence of the higher price of pig metals.

Fittings Advanced.—Malleable iron fittings have advanced, the new discount being 37½ per cent., as against 40 per cent. Prices of cast iron fittings are unchanged.

Shoe Rivets.—A new price has been issued on brass shoe rivets. Discount 7½ per cent. and add 10c per pound net.

Shot Advances.—Following the higher price of lead, shot has been advanced to $10 basis.

LONDON.

LONDON, Ont., June 10.—Many price changes have taken place this week. White lead has advanced $1.50 per 100 lbs. Galvanized pipe has advanced, also galvanized wires. The recent warm weather has had a beneficial effect on business, and retailers report a very fair movement in seasonable goods.

Wire Advances.

Galvanized wire has advanced 10c per 100 lbs., and the prices now in effect are: Barb, $2.75 per 100 lbs.; No. 9 plain galvanized, $2.50 per 100 lbs.; No. 12 galvanized, $2.65 per 100 lbs.; No. 13 galvanized, $2.75 per 100 lbs.; No. 9 coil spring, $2.55 per 100 lbs.; No. 12 coil spring, $2.75 per 100 lbs.

Galvanized Pipe Advances.

Galvanized iron pipe has advanced 5 points. The new prices are shown in current market quotations.

White Lead Advances.

An advance of .75 cents per 100 lbs. has taken place in quotations on white lead. Pure lead is now quoted at $9.85 in ton lots, and $10.15 in less than ton lots.

Oil, Turpentine, Etc.—No change has taken place in turpentine or oil since last week. Turpentine is quoted as follows: Single barrels, 68c per Imperial gallon; 2 to 4-barrel lots, 67c per Imperial gallon; 5-gallon lots, 75c per Imperial gallon.

Linseed oil is quoted as follows:

Raw Linseed—

1 to 2 barrels	82c per gal.
3 to 5 barrels	81c per gal.
6 to 9 barrels	79c per gal.

Boiled—

1 to 2 barrels	85c per gal.
3 to 5 barrels	84c per gal.
6 to 9 barrels	83c per gal.

Galvanized Goods.—The continued high price of spelter has caused price advances on many lines of galvanized wares.

Late Price Changes.

Just as we are going to press, a report from our London representative states that linseed oil has been reduced 2 cents per gallon; turpentine has been reduced three cents per gallon; paris green has advanced two cents per pound.

WINNIPEG.

WINNIPEG, June 7, 1915.—Heavy rains during the past three days more or less general over the whole of the Canadian West have created a greatly improved feeling in the business world.

Noticeable in the past week is the activity in the smaller towns from which there is a comparatively much better enquiry than from the larger centres.

Builders' hardware is quiet. Building permits are insignificant as compared

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
Poultry Netting	50% off
Copper, plannished, per lb.	40c
Copper rivets, No. 7	38c
Rope, Pure Manila	16c
Sheet Zinc	16c
Black Sheets, 10 and 12 gauge	$3.15
Appollo and Fleur de Lis	$5.75
Queen's Head	$6.00
Iron Pipe:	
Galvanized, 1 inch	$9.00
Black, 1 inch	$5.95
Lead Pipe:	
Coil	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Paris Green:	
1-lb. pkgs. (case lots)	25½c

Window Glass:

	Sgle.	Dble.
Up to 25 in.	$6.25	$9.00

Putty, 100 lb. drums $3.25

with former years and there is no prospect of improvement.

In paints and oils both city and country trade is satisfactory. The country trade has shown a very marked improvement during the past 30 days. All zinc products are very firm, and this leads to a probability of higher prices in many lines of paints. Linseed oil, though steady, is of course dependent in the long run on flax. The flax market here is erratic, but the trade generally looks for higher prices. This would, however, depend on industrial conditions. Should there be an era of real industrial activity, prices of both raw and boiled oil would go far.

As yet there is no ease up in glass prices, but it is significant that Winnipeg jobbers have instructed their men on the road that they may book glass at current prices for shipment until October 1. The terms are 2 per cent. off for 30 days or 60 days net, according to date of shipment.

Notwithstanding the recent advances in barbed wire of 30 cents per spool on Lyman wire, 33 cents on Glidden and Baker wire, and of 35 cents on Alberta Special, the demand continues active. Jobbers' stocks are low and shipments go into consumption as fast as they arrive.

Paris green is in demand, and the demand for sprayers and mixtures has been so active that the supply is practically sold out.

Reform in the Cutlery Industry

Series of Conferences Between Employers, Labor Leaders and Workmen in Sheffield—Said to be Minimum of Goods at Maximum of Cost. Advocating Specialization.

THERE has been a good deal of discussion in Sheffield, Eng., of late on the subject of reorganization of the cutlery industry upon a modern basis and the Ironmonger in a recent editorial states that this has culminated in the calling of a series of conferences between employers, labor leaders, and workmen, the first of which has been already held. The task, however, is heavy, and few cutlery manufacturers believe that the effort will be successful. The public is under the impression that the stubborn opposition to reform is wholly due to the conservatism of the workmen and that this will continue to be a stumbling-block, but those who really know the industry are aware that the masters are quite as much to blame for its backwardness in certain directions, and that they are, as a class, deficient in those qualities which are essential to the carrying out of drastic reforms in workshop organization and salesmanship.

One of the most noticeable and unfortunate features in the manufacture of cutlery in Sheffield is the enormous waste of time that goes on, the result being a minimum output of goods at a maximum of cost. No successful competition in the world's markets is possible unless this waste is stopped. The Sheffield system has few redeeming features. It is true that it yields a certain proportion of goods of the highest excellence, but it is full of anachronisms and calls for a root-and-branch reform. One of the best of the numerous suggestions for improvement at present under consideration is that of specialization in production. Every maker in Sheffield strives to produce the largest possible variety of articles and patterns. A manufacturer introduces, let us say, a pen-knife of novel design which becomes popular and sells freely. As soon as other makers learn of its success, they proceed to manufacture a similar knife. The total possible sales of this particular class of knife might keep two makers continuously employed, and if the production were limited to them they would be able to turn out the article at the minimum expense. But when the sale is divided amongst thirty or forty houses the individual output is negligible, the cost of production grows excessive, and the knife can be easily undersold by foreign makers who work without such a handicap. The advocates of specialization would allow the inventor of a novelty to retain its sole manufacture and to supply others who wished to factor it at a price that would leave them a fair margin of profit. The economy of such a plan would cheapen the article to the public, while yielding a satisfactory profit to the maker and to the distributors, but a good deal of organization would be needed to ensure its success, and the manufacturers would need to cultivate the co-operative spirit to a high degree and to learn to place confidence in those with whom they have been in competition for years.

The plan of works specializing in a limited number of sizes or patterns is common in Germany and in other countries where trade is regulated by large organizations of manufacturers.

SOME SALESMEN.

Some salesmen have but one object constantly before them. To make sales, preferably big sales. They will get through with one customer as far as possible in order to get the next one, perhaps paying scant attention to customers who are looking for low-priced articles when "bigger game" is in view. Salesman of this stamp neglect the little courtesies which make permanent customers. They will sell goods to people which they can be sure will not prove satisfactory to the purchasers. Thus they make one sale in the present and perhaps throw away many dozen purchases for the future. This, however, does not worry the get-'em-at-any-cost salesman. He looks only at the present, quite forgetful of the future.

ALLIES PURCHASING AGENTS.

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the Allied Governments:—

International Purchasing Commission, India House, Kingsway, London, Eng.

British.—Col. A. G. Barton and F. W. Stobart, Ritz Carlton Hotel, Montreal.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminister, London.

Russian.—Messrs. S. Ruperti and Aieksieff, care Military Attache, Russian Embassy, Washington, D.C.

MAKING USE OF ODD CORNERS.

(Continued from page 30.)

display—they had to look because there was a distinct break in the store fixtures, and a special display stood before them.

The background was made from wall board, and covered with light grey wall paint. The stencilling was done with "rich green." Ferns and flowers added greatly to the display. The expense connected with arranging these interior displays is very small and they can be made by any clerk who cares to give a little time and thought to the work.

Take a look around your store and see if there is not room for improvement in your display methods. Find out if you are using all space to best advantage, and last but not least—if there are any junk corners have them cleaned out and start them making money for you.

New Standards for Rosin

Directors of Savannah Board of Trade Adopt the New Standard for the Various Grades of Rosin—Effective June 14. New Era in Industry.

At a recent meeting of the Board of Directors of the Savannah Board of Trade, Savannah, Ga., a new standard was adopted for the various grades of rosin. The rule becomes effective on Monday next, June 14. A number of retail hardware merchants will be interested in the "New standard," which has been adopted, but those chiefly interested are hardware and paint jobbers and varnish manufacturers. Following is the resolution adopted:—

"Resolved: By the directors of the Savannah Board of Trade, in regular monthly meeting assembled,

"That in addition to the general rules and special rules governing the naval stores trade now in effect, the following rule be and the same is hereby adopted:

"That this association formally adopts the new standard for the various grades of rosin, prepared, suggested and submitted by the Bureau of Chemistry, Department of Agriculture of the United States of America, the technical description of said standards in component colors according to the Lovibond scale being as follows:

	Yellow.	Red.
W W	20	2.1
W G	20	2.5
N	25	3.3
M	30	4.5
K	35	5.8
I	40	7.6
H	45	9.4
G	50	15.5
F	75	34.5
E	100	52.5

"Based upon a seven-eighths of an inch cube.

"Grades D and B to remain as at present.

"That authority to issue or cause to be issued the new standard rosin type samples is hereby delegated to the committee on inspection of naval stores of this association.

In using these type samples all grading to be as follows:

"That this rule become effective on June 14th, 1915."

A letter sent out by the Board reads as follows:

"The new standards and methods for grading rosin are therefore effective June 14, and will be used at the principal primary ports in the south.

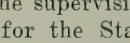
"The adoption of the standards and methods proposed by the Bureau of Chemistry, Department of Agriculture of the United States of America, by this association and other commercial bodies is the beginning of a new era in the naval stores industry.

"Producers of naval stores should insist that their rosin be graded according to the standard types suggested by the Department of Agriculture, U.S.A., and adopted by this association.

"Consumers of naval stores should, for their own protection, insist that all purchases of rosin they may make, be based upon the official standard of the Savannah Board of Trade, as aforesaid, and that in the event of a difference of opinion as to grading the Bureau of Chemistry, Department of Agriculture, Washington, D.C., is to act as sole arbitrator.

"The new standard rosin type samples have been prepared by and may be obtained from the supervising inspector of naval stores for the State of Georgia, Savannah, Ga. Each box of type samples will be examined by the committee on inspection of naval stores of this association, before being issued, and will have a certificate as to the approval by said committee stamped thereon.

"Savannah Board of Trade."



PAINT MARKETS.

(Continued from page 52.)

has declined here 2c as a result. The following prices are quoted in Toronto.

	Raw.	Boiled.
Single barrels	.80	83
3 to 5 barrels	.79	82
6 to 9 barrels	.78	81

Turpentine.—The market in Savannah is weaker and prices locally have declined 3c per gallon. The following prices are being quoted in Toronto: Single barrels, 65c; 2 to 4 bbls., 64c, and 5-gal. lots, 72c per Imperial gallon.

White Lead.—As predicted in these columns last week, prices of lead in oil have advanced, due to the upward movement in the lead market. Towards the end of last week the price advanced 75c; this was followed by another advance of 75c, making a total of $1.50. Lead is therefore $1.50 higher with the usual 30c extra for less than ton lots. The ton price for pure lead is $10.45 per 100 lb. in ton lots, plus 30c per 100 lb. in less than ton lots. The new schedule is given in the current paint market quotations. Booking date has been cancelled and quotations are subject to immediate acceptance.

Red Lead.—New prices for red lead are also announced and are as follows: Genuine, in casks, $8.25; in kegs, $8.60; No. 1 in casks, $7.75 per cwt.

Zinc in oil.—The new prices for zinc in oil are as follows: Pure, 18c; No. 1, 14c; No. 2, 11½c per pound. These prices, however, are purely nominal on account of the abnormal conditions in the zinc market.

Colors.—The dry color situation is unchanged, some colors being very scarce, particularly blues and vermilions. Prussian blue in oil has advanced from 50c to $1, and Prussian blue in Japan from 75c to $1 per cwt.

Mixed Paints.—An advance in price of mixed paints is expected on account of the increase in cost of lead and zinc white.

Glass.—The situation is unchanged and efforts are being made to adjust the price list to suit prevailing conditions. Business is quiet and prices holding firm.

Putty.—Putty is moving slowly, but prices are firm. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.50
Bulk drums, 100 lbs.	2.70
Bulk drums, 50 lbs.	2.75
Bulk drums, 25 lbs.	2.80
Bulk drums, 12½ lbs.	3.05
Cased tins, 25 lbs.	3.00
Cased tins, 12½ lbs.	3.20

Other Advances.—Among other advances in price noted this week are the following: Red lead, 1c per pound; litharge, 1c per pound; dry white lead, 1c per pound; zinc in oil, 2c per pound; Paris green, 2c per pound. Quotations on some lines of zinc have been withdrawn.

Well strained rosin equal to or better than the type marked "WW" is graded "WW"
Well strained rosin equal to type "WG" but darker than "WW" is graded "WG"

"	"	"	"	"	"	"N"	"	"	"	"WG"	"	"	"N"
"	"	"	"	"	"	"M"	"	"	"	"N"	"	"	"M"
"	"	"	"	"	"	"K"	"	"	"	"M"	"	"	"K"
"	"	"	"	"	"	"I"	"	"	"	"K"	"	"	"I"
"	"	"	"	"	"	"H"	"	"	"	"I"	"	"	"H"
"	"	"	"	"	"	"G"	"	"	"	"H"	"	"	"G"
"	"	"	"	"	"	"F"	"	"	"	"G"	"	"	"F"
"	"	"	"	"	"	"E"	"	"	"	"F"	"	"	"E"

That authority to issue or cause to be issued the new standard Rosin type samples is hereby delegated to the Committee on Inspection of Naval Stores of this Asso sociation.



The Franco Radio "Nitrogen" 6" battery must not be confused with the ordinary 3-volt type of batteries now appearing on the market.

The Franco Radio "Nitrogen" battery is not a common dry battery, but is constructed on an entirely different principle with different ingredients.

Compare the Franco Nitrogen battery with others and note the difference in length of life and light.

LONG LIFE ON SHELF AND IN SERVICE.

Catalogue illustrating our complete line mailed on request.

Interstate Electric Novelty Co. of Canada, Limited
220 King Street West, TORONTO, ONT.
ALWAYS THE LATEST and BEST IN ELECTRIC NOVELTIES.



PORTABLE
Corrugated Granaries
Will be in demand this year.

The Granary that has stood the test of Western Canadian conditions for 12 years. Has proved a profitable investment for hundreds of farmers.

Serviceable Durable
Rat and Vermin Proof

Write to-day for attractive exclusive agency proposition.

Winnipeg Ceiling and Roofing Company, Limited

P.O. Box 3006 **Winnipeg, Man.**



From the most Palatial House-

For Every Finishing Need in the Modest Cottage or the Most Pretentious Home or Skyscraper—There is a Perfect Berry Brothers Varnish.

In selling varnishes to your trade—no matter the class or size of the job—do not lose sight of this important fact:

For 57 years Berry Brothers' products have been the choice of home owners, architects, builders, painters and decorators—because of sheer merit.

By selling Berry Brothers' Varnishes—you are promoting the best interests of your customer as well as your own. Among the most widely used Berry architectural finishes and the ones you should sell the most of are these two sterling products:

LUXEBERRY WHITE ENAMEL

Used on woodwork, metal or plaster it gives a beautiful rich, durable and washable finish — whitest white that stays white. It will not check, fade or turn yellow.

LIQUID GRANITE FLOOR VARNISH

A perfect floor finish as lasting as its name implies. It produces a tough elastic surface of surpassing beauty. It will not wear white, check or peel under the hardest kind of hard wear and tear.

Sell your trade a varnish that has proven itself by years of actual service—a varnish that sells on its own merit. Write for dealer proposition.

BERRY·BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ontario (66)



To the Little Bungalow Home"

Weekly Paint Markets

MONTREAL.

MONTREAL, June 10.—The advance in lead has been the feature of the paint situation in Montreal during the week. Pig lead has shown increases in price amounting to about 50 per cent. within the past fortnight, and the prospects are for higher price levels. The first development came a week ago when dry white lead was advanced 75c, and at that level quotations were immediately withdrawn, and higher prices for white lead in oil were predicted. The paint dealers decided late last week upon an advance of 75c on lead in oil for immediate acceptance and delivery. This week another meeting was held to deal with the developments and a second advance of 75c was made, also for immediate acceptance and delivery, the future remaining very unsettled. The lead basis is now $10.45 per 100 lbs. in ton lots, with 30c extra for less than ton lots.

At the same time such has been the advance in zinc that quotations have all been withdrawn, there being reports as high as 32c on the other side of the line. Red lead has also been affected to the extent of about $2.25 per cwt., and other lead products have been similarly advanced. The situation is regarded as very serious, with prospects that the British Government may take charge of all zinc for war purposes, and also commandeer lead as a further step in the direction of insuring supplies for the manufacture of war materials.

Linseed Oil.—Although the oil market has been still weaker during the past week, dealers generally have not changed their quotations. Lower prices are warranted by the position of flax, but at writing there has been a firmer tone on reports of cold weather in Western Canada, and it may be that an upturn will offset the recent decline. Firms which have been maintaining low quotations throughout the unsettled market of the past couple of months still put the price at 80c and 83c for raw and boiled respectively, while the top of the list has been dropped 6c to 82c and 85c. However, the opinion of a manufacturing authority is that the trade price this week, on the existing flax market, should be 78½c and 81c; against is the high quotation of 83c and 86c, which has been maintained by one firm. Crushers report a continued active demand.

	Raw.	Boiled.
1 to 2 barrels	80-82	83-85
3 to 5 barrels	79-81	82-84
6 to 9 barrels	78-80	81-83

Gasoline and Benzine.—A further decline of ½c is noted in the price of gasoline, the flat quotation now being 14c for both drums and tank wagon. Benzine is quoted at 14½c. The movement is very fair, and there is an active demand for lubricating oils and greases.

Turpentine.—Quotations in the trade are following the turpentine market in a downward direction. Refiners are still quoting 64c for the single-barrel basis, and some dealers are down this low with their prices, as compared with 65c a week ago. The top figure is heard at 68c, as against 69c last week.

	Per gal.
½-bbl. lots	68-72
1-bbl. lots	68-64
2 to 4-bll. lots	64-68
5 to 10-bbl. lots	63-67

White Lead.—The remarkable advances in the price of white lead are due to the rapid rise in the lead market which recently followed the lead of spelter, antimony and other metals. Lead has shown gains of 50 per cent. in two weeks, and there are indications that the movement has not reached the limit. Some predictions are heard that even the present price may be doubled before the advance is checked, but against this it is argued that there is practically an unlimited supply, and that higher values are not warranted, and if attained will be the direct result of speculation and market manipulation.

Zinc in Oil.—Zinc has been very seriously affected by the war conditions, and has been following the spelter market in its rapid rise. Quotations of 16c the pound are heard in the trade for pure in 25's, but prices generally have been withdrawn. It would probably cost 10c a pound higher if the price were based upon the present value of raw material.

Dry Colors.—The shortage of dry colors is becoming daily more acute. The present situation is that prices for all vermilions and blues have been withdrawn, and there is small chance of the existing small stocks being replaced for a considerable period.

Colors in Oil.—Colors in oil are being similarly affected and quotations on vermilions and bright blues are canceled in practically all cases. Other reds are also influenced and recent advances of 3c a pound have been made for both Venetian and Indian, the former now being quoted at 16c and the latter at 19c.

Paris Green.—Further effects of war conditions on chemical supplies are to be found in another advance in Paris green. Quotations are up 2c all round. Sulphate of copper and arsenic, which enter largely into the manufacture of the product, have both risen in value as the result of the conditions prevailing.

Glass and Putty.—There is a firmer tone in the glass market recently noted. The same basis list of prices prevails, but there is a difference in that it is being much more closely adhered to than for the past couple of months. Putty is firm on the recent advance, with prospects of further increases in sympathy with the higher cost of whiting.

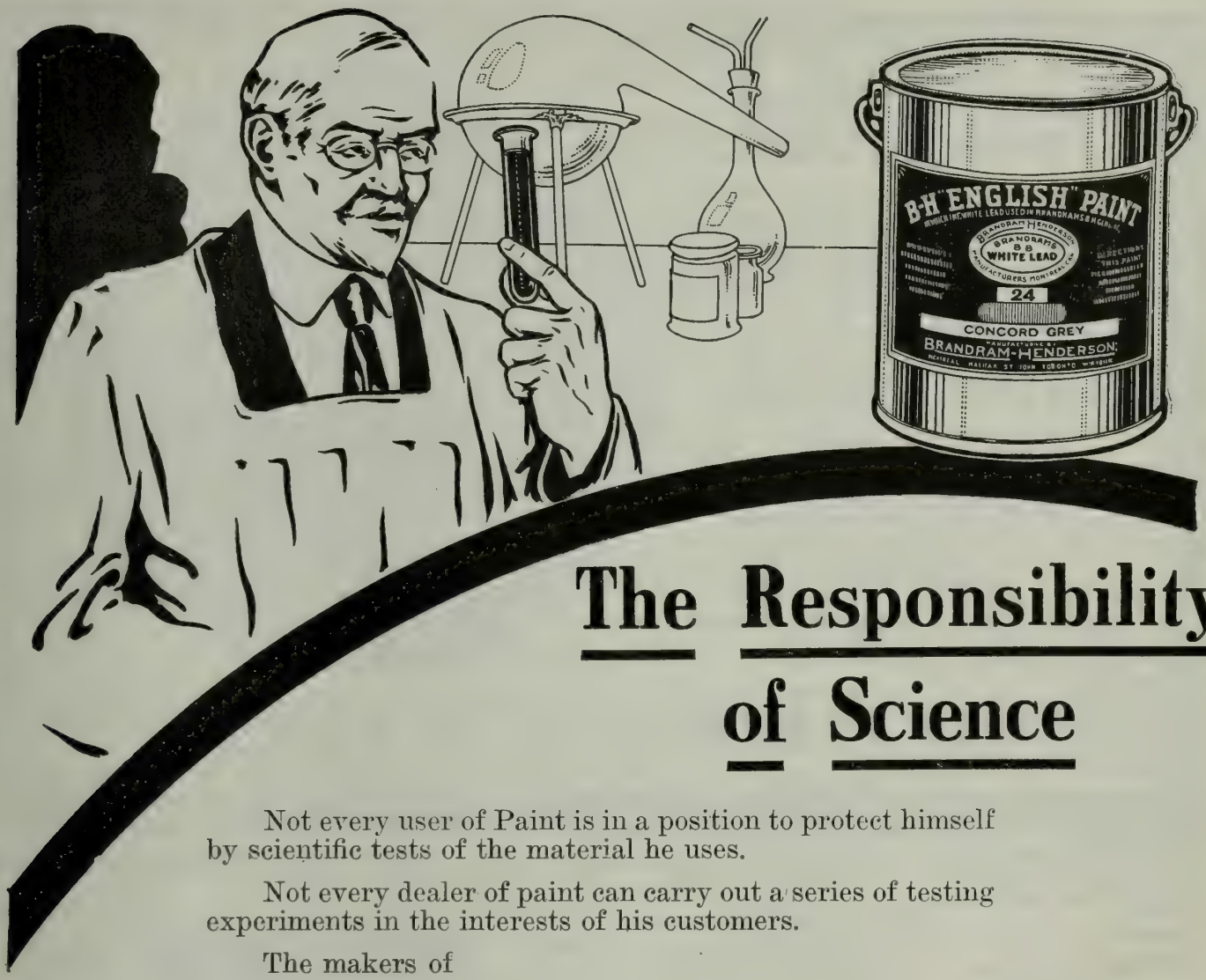
Whiting.—Freight quotations of 36 shillings, as against 8 shillings a year ago, are advanced as an argument for higher values for whiting, and higher figures are to be looked for when present stocks are exhausted.

TORONTO.

TORONTO, Ont., June 9.—The advance in white lead predicted in Hardware and Metal last week has gone into effect and even at the new prices it is doubtful if the top of the market has been reached. Pig lead has advanced again recently, and a still higher level is possible. Red lead, dry zinc and zinc in oil are also higher. Under the circumstances, an advance in mixed paints is highly probable. Turpentine and linseed oil have declined 3c and 2c respectively on account of weakness in the market. Collections are only fair. Business is showing some improvement. More seasonable weather is bringing about better conditions and the prospects of higher prices have had a tendency to stimulate buying.

Linseed Oil.—The flaxseed market is weaker in Winnipeg and the price of oil

(Continued on page 50.)



The Responsibility of Science

Not every user of Paint is in a position to protect himself by scientific tests of the material he uses.

Not every dealer of paint can carry out a series of testing experiments in the interests of his customers.

The makers of

B-H "ENGLISH" PAINT

have accepted this responsibility, and their guarantee of the correct scientific proportions of

B-H "ENGLISH" PAINT

can be accepted absolutely by the Trade and the Consumer.

The ideal proportions of 70% Brandram's B. B. Genuine White Lead and 30% Pure White Oxide of Zinc as the basis, is not a lucky hit; it is a final deduction from scientific data and demonstration.

Scientific certainty is a strong selling point.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 30 & 2%; "Regal" Dense Smokeless Powder, 30 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Pwdr, 30 & 2%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGURS, POST.

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz. ...	9 00	
Samson, single bit, handled, doz.	12 50	
Samson double bit, doz....	12 50	
Samson flooring axes No. 2 doz.	9 75	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal....0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb.

Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BARS (Clothes).

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.
30-gal. Standard, welded....$5 50
30-gal. Standard, rivetted... 5 75
30-gal. extra heavy 8 00

BOARDS, BAKE. Per doz.

No. 0, ¾ inch rim, 16x22....	4 25
No. 1, ¾ inch rim, 18x24....	4 75
No. 2, ¾ inch rim, 18x28....	5 25
No. 3, ¾ inch rim, 20x30....	5 90
No. 0, ¾ inch rim, 16x22....	4 60
No. 1, ¾ inch rim, 18x24....	5 30
No. 2, ¾ inch rim, 18x28....	5 60
No. 3, ¾ inch rim, 20x30....	6 30

BOARDS (Ironing).

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz..	21 60
Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x60 ins., doz....	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve ...	19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass).....	4 50
Western King (Enamel)...	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.. 15 30
Weighted, 20 lb., per doz.. 20 25

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz....	2 70
2 gal. jacketed, per doz....	3 60
3 gal. jacketed, per doz....	4 20
5 gal. jacketed, per doz....	4 80
10 gal. jacketed, per doz....	8 40

CEMENT AND FIREBRICK.

Less than carload lots.....	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000 .....23 00		28 00
Fire brick, English..17 00		21 00
Fire brick, Am., low.23 00		25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.....	1 00
6 lb. tins, per doz., lb.....	0 05
25 lb. tins, per doz., lb.....	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls)...	0 17
Cement (in 5 and 10 gals)..	0 19
Cement (in 2 gals.).....	0 25
Cement (in 1 gal.).....	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz....	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each $35 00

COPPER. Montreal Toronto

Casting ingot, see weekly report		
Bars, ½ to 2 in.....	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base..	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets ...	3 10	3 25
All bright, 52 sheets ..	4 25	4 50

Galvanized.

	Apollo	Crown	Gorbals
18x24x52 ...	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47 ...	6 25	6 25	6 25
20x28x94 ..	12 50	12 50	12 50

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES BRIGHT.

Bessemer Steel—	
IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



We Manufacture in CANADA

EVERYTHING FOR THE PLUMBER

Everything in

Babbitt Metals.

We Carry in Stock

EVERYTHING IN METALS

Our prices will interest you.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG



The Quality and Service

THAT WE PUT INTO

Jamieson's

PURE PREPARED PAINTS AND VARNISHES

R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and Operating
P. D. DODS & CO.

and the strong selling co-operation we give you, will rapidly make your business Show Bigger Results.

Take a minute to write us a card for proposition. You'll be amply repaid.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

F

FILES AND RASPS. Per cent.

Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal

Single bbls., per bbl.	18½
Three bbls. and over ...	18
	Toronto.
Any quantity, in bbls. ..	18
Drums, 40-gal., per gal..	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30

Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz. ...	4 00
Leather, 1½-in., per doz. ..	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80, ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs. and over	0 06
Masons, 5 lbs. and over ...	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... ..Net.

Axe, No. 3 culls, doz.	0 69
Axe, No. 1 hickory, doz. ...	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr. ...	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40
Stearns wood track. Special. Zenith	9 00
Atlas, steel covered ..	$5 25	6 60
Perfect, No. 1		8 50
Perfect, No. 1½		9 50
Perfect, No. 2		10 00
New Milo, flexible		6 00
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		5 75
Storm King rail		4 25
Crown		4 85
Crescent		7 25
Sovereign		6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ..	5 00
Over 12 in., per 100 lbs...	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10%
Corrugated, 1½ in., ft....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel....	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch.....	0 05½
1 7-16 to 3 inch.....	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$ 9 75
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 25

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 60
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each....	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft...	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....	$3 00	42 ft.....	$ 7 95
22 ft.....	3 30	44 ft.....	8 36
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
10 ft.....	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	$11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.....	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby..	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 9c lb.

Sheets, 2½ lb. sq. ft.	8 75	7 50
Sheets, 3 lb. sq. ft..	9 00	6 75
Sheets, 3½ lb. sq. ft.	8 25	6 60
Sheets, 4 to 6 lbs. sq. ft.	8 00	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross.....	42 00
Indian snap, per gross.....	38 00

MACHINES (WASHING).

	List	Each
Canadian	$	5 00
Dowswell		5 00
Hamilton		5 75
Re-Acting		7 50
Snowball		8 00
Noiseless		8 25
Sunlight		8 75
Momentum		8 75
B.T. Bonnie, style A.....		4 25
B.T. Bonnie, style B.....		4 50
B.T. Ideal		6 00
B.T. Ideal Water Motor....		12 00
B.T. Cyclone		6 00
B.T. Cyclone Water Motor.		12 00
B.T. Vollmar, No. 2.....		6 00
B.T. Vollmar, No. 3		6 50
Waverley		7 50
New Century, style "A"...		9 00
New Century, style "B"...		10 00
New Century, Power, style "D"		24 00
New Idea, style "B"		11 00
Playtime, engine drive ...		11 00
Ideal Power		16 00
Seafoam, electric		60 00
Seafoam, engine drive ...		25 00
New Idea, electric		80 00
Sunshine		4 50
Popular, No. 1		5 25
Economic		6 00
Champion		9 00
Excell-All		11 00
Blue Bell, without stand..		9 00
Puritan Water Motor, complete		16 00
Hydro, One Tub, engine drive		26 00
Low pressure water motor washer, each		16 00
Connor ball-bearing, with rack		10 25
I X L		10 00
Gem		8 75
Winner		8 00
Connor Improved		5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, Leudon and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

POISON THAT KILLS THE BUGS

Farmers and gardeners want purity and strength, which are the qualities that have built the high reputation enjoyed by

THE CANADA PAINT CO.'S
PARIS GREEN

It can be depended upon to do its work quickly and there is never any doubt of results. Now that the Paris Green season is at hand, every dealer should carry sufficient stock to meet the demands for C.P. Paris Green.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

BUFFALO



"A" GAS ENGINE OIL
is offered as a

SURE CURE for ALL Gas Engine troubles due to poor lubrication.

Costly delays and breakdowns during the busy season will positively be eliminated if Buffalo "A" Gas Engine Oil is used.

Sell your customers this oil and it will not fail to make you friends, and increase your business.

Is sold under an ABSOLUTE MONEY-BACK GUARANTEE to DEALERS ONLY.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

Handle your Oils and Gasoline with the
Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.

MALLETS.

	Per doz.
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak	15 00

MANGLES.

Victor, each	$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

MOPS.

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 25
Mop Sticks, doz.	1 25
Cast head mops, doz.	1 40
Crescent, doz.	1 50
Crank wringing, doz.	4 75
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 35

N

NAILS.

Standard steel wire nails, Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.

Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.

Miscellaneous wire nails, 75 p.c.

Coopers' nails, 33 1-3 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.

Galvanized roofing nails, $6.50.

NAILS (HORSE SHOE.)

Capewell.	Per box
No. 4, in 25-lb. box	$3 75
No. 5, in 25-lb. box	3 75
No. 6, in 25-lb. box	3 50
No. 7, in 25-lb. box	3 25
No. 8, in 25-lb. box	3 25
No. 9, 10, 11, and 12, in 25-lb. box	3 00
Less 10 per cent. off.	

NAILS (HORSE).

M. R. M. cold forged process list, 10th January, 1912.

Size. Length.	Prices per 25-lb. box
No. 3, 1⅝-inch	$4 10
No. 4, 1¾-inch	3 80
No. 5, 1 15-16	3 50
No. 6, 2½	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2⅞	2 50
No. 11, 3 1-16	2 45
No. 12, 3¾	2 45
Less 10 per cent.	

NETTING, POULTRY.

Discount, 40 per cent. off list.

POULTRY FENCING.

	Per rod
Invincible, 1640	0 43
Invincible, 1848	0 48
Invincible, 2060	0 53
Put up in 10, 20 and 30-rod rolls	

OAKUM.

	Per 100 lbs.
Best (American)	10 50
U. S. Navy (American)	9 75
New hemp (English)	7 50
U. S. Navy (English)	7 00-7 50
Navy (English)	6 00
Plumbers (spun)	4 00-4 25

OIL.

Can. prime white petrol		0 13½
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 08¼	0 08½
Black Oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.

F.o.b. Toronto.

Tea lead, pack, 3c lb.
Tea lead, chest, 3½c lb.
Lead (heavy pipe, etc), 4c.
Brass, heavy, 9½c lb.
Brass, light, 7½c lb.
Zinc, heavy, 8c lb.
Copper heavy, 13½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 10c lb.
Compos. turnings, No. 1, 8¾c lb

Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE.)

Per Coil Lots.	
Fine jute, lb.	0 09
Beaver, lb.	0 08
Coarse, sewer, lb.	0 07

PAPER, ETC.

	Per 400 ft. roll
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1	0 50
Plain Fibre, No. 2	0 35
Tarred Fibre, No. 1	0 62
Tarred Fibre, No. 2	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
	Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll	1 05
	400 sq. ft. roll
O.K. Brand corded sheathing	0 95
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
	Per 100 lbs.
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallons	0 17
Liquid tins, cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	2 10

PICKS (CLAY).

5 to 6 lbs., doz.	4 00
7 lbs., doz.	4 25
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case.
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in., (loose)	1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT.

Buttweld. Size.	Per 100 feet. Black.	Galv.
¼" and ⅜"	$ 2 22	$ 3 66
½"	2 72	4 42
¾"	3 11	5 40
1"	4 59	7 99
1¼"	6 21	10 81
1½"	7 13	12 92
2"	9 99	17 39
2½"	15 80	27 49
3"	20 00	35 95
3½"	24 84	43 34
4"	28 43	51 23
Lapweld.		
2"	$ 11 47	$ 18 87
2½"	16 38	[illegible]
3"	21 42	36 72
3½"	25 76	44 13
4"	30 52	52 32
4½"	38 10	62 23
5"	44 40	72 52
6"	57 60	94 08
7"	78 54	123 76
8"x25 lbs. per ft.	82 50	130 00
8"x28 lbs. per ft.	95 04	149 76
9"	113 85	179 40
10"x32 lbs. per ft.	105 60	166 40
10"x40 lbs. per ft.	135 96	214 24

PIPE (LEAD.)

Lead pipe, $9.75.
Lead waste pipe, $10.70.
Traps and bends, 30 p.c. off.

PIPE (SOIL.)

Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off. 7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths	3 45
3 inch, in 10-ft. lengths	4 20
4 inch, in 10-ft. lengths	5 53
5 inch, in 10-ft. lengths	7 60
6 inch, in 10-ft. lengths	9 25

PITCH.

Pine, black, per bbl	4 25
Pine, green, per bbl.	4 75

PLANES.

Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs.	2 65	2 45
Tank plates, 3-16 inch	2 70	2 45

PLUGS (METAL.)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

	Doz.
O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS.

B.T.—Fig. 600	3 75
B.T.—Fig. 700	6 00
B.T.—Fig. 800	8 50
B.T.—Fig. 900	10 00

R

RAZORS.

	Per doz.
Henckel's	7 50 20 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain, wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 27 p.c.; burrs, 15 p.c.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	$2 00
Tarred felt (10 oz.)	2 40
Tarred felt (16 oz.)	2 00
	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Ready 2-ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Tarred 210 roofing felt	
Tarred roofing felt, cwt.	2 10
Compo certainteed, 1 ply	1 40
Compo certainteed, 2 ply	1 75
Compo certainteed, 3 ply	2 10

ROPE.

	Lb.
Pure Manila basis	15½
British Manila basis	13
African hemp basis	13
Sisal basis	10½
Single lath yarn basis	9¾
Double lath yarn	10¼
Russian deep sea line basis	28
Russian tarred ratline basis	24
Russian tarred bolt rope basis	26
Machine and Houseline	26
Jute rope basis	11½
Italian rope basis	28
(Basis (⅝" dia. and larger.)	
Cotton rope, 3-16 and larger	0 21
Sisal Clothes Line.	
3 ply, 30 ft.	0 40
3 ply, 40 ft.	0 55
3 ply, 48 ft.	0 65
3 ply, 60 ft.	0 80
3 ply, 72 ft.	0 95
3 ply, 100 ft.	1 40
6 ply, 40 ft.	0 90
6 ply, 48 ft.	1 00
6 ply, 60 ft.	1 30
6 ply, 72 ft.	1 55
6 ply, 100 ft.	2 00

SAWS.

Simonds' Hand, 15%.

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales	30%
Crown Even Balance	45%
Richelieu Union Scale	50%
Dominion Platform Scales	45%

Net prices on Champion scales are as follows:

Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SCOOPS (FURNACE).

	Doz.
D Handle	$3 25
L Handle	3 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.

	Per cent.		
Wood, F.H., brass	75	10	10
Wood, R.H., brass	70	10	10
Wood, F.H., bronze	70	10	10
Wood, R.H., bronze	65	10	10
Drive screws	65	10	10
Set case hardened	60	10	
Square cap	50 and	5	
Hexagon cap			45
Bench, wood, per doz.			$5 00
Bench iron, per doz.			4 25

SCYTHES.

Cast steel, doz.	$7 25
Clipper, doz.	8 25
Guaranteed, doz.	9 75
Brush, doz.	8 25

SCYTHE SNATHS.

No. 1, per doz.	$ 8 40
No. 2, per doz.	7 70
No 3, per doz.	7 35
Brush, per doz.	8 40
No. 20, per doz.	8 75

STONES.

Western Red End (3 doz. to box), per box	0 85
Diamond, per box	2 45
Quinebog, per box	1 50
English, round (25 to box), per box	2 60
Emery, per doz.	0 85
Carborundum, per doz.	2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS.

Corrugated, galv., 10 p.c. off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20	4 80	4 55	4 80
22-24	5 00	4 80	5 00
26	5 25	5 05	5 25
28	5 50	5 30	5 50

Colborne Crown — 16-20 gauge, $4.60; 22-24 gauge, $4.80; 26 gauge, $5.05; 28 gauge, $5.30.

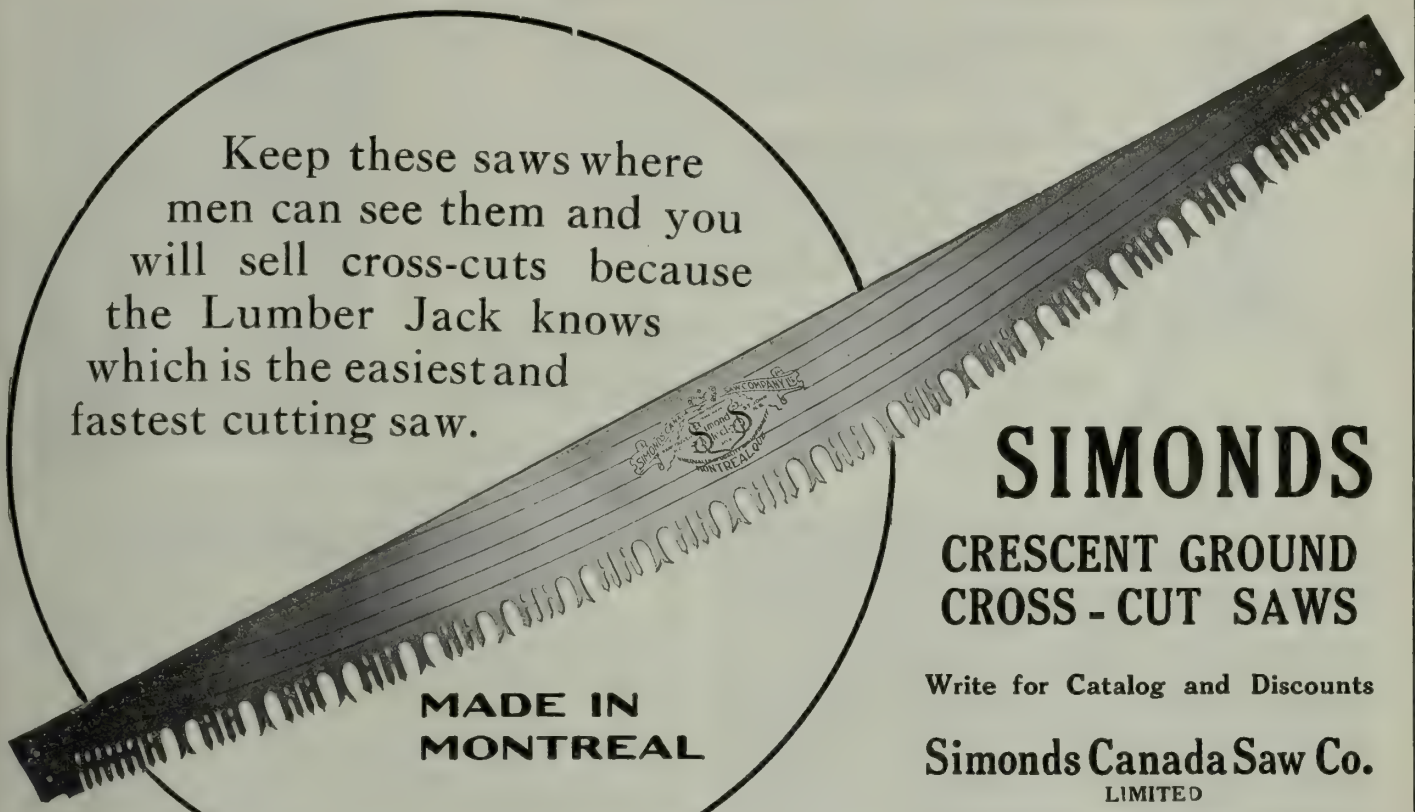
Apollo Brand.	Montreal
14 gauge	4 30
16 gauge	4 30
18-20 gauge	4 50
22-24 gauge	4 60
26 gauge	4 70
28 gauge	5 20
10¾ ozs.	5 40

Youngstown "New Process," Toronto.

14 gauge	4 05
16 gauge	4 05
18-20 gauge	4 25
22-24 gauge	4 55
26 gauge	4 45
28 gauge	4 95
10¾ ozs.	5 15

Less than case lots, 25c extra.

Keep these saws where men can see them and you will sell cross-cuts because the Lumber Jack knows which is the easiest and fastest cutting saw.



SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Write for Catalog and Discounts

Simonds Canada Saw Co.
LIMITED
St. Remi Street & Acorn Avenue
Montreal, Que.
Vancouver, B.C. St. John, N.B.



The Paint of NO REGRETS

Dealers find that the quality of Ramsay's Paints brings the repeat business that spells **profits.**

Buyers find the quality of Ramsay's Paints justifies their use where the maximum of economy, durability and beauty are required.

Write us regarding your sorting needs.

MADE IN CANADA

A. Ramsay & Son Company
Established 1842 MONTREAL
Branches at 48 Colborne Street, Toronto, Ont.
167 Pender Street, Vancouver, B.C.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 23
Easy 0 24
Star Extra 0 25
Strictly st'dard wiping 0 25

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $4 00
Fence staples, galvanized, 25-lb. boxes 4 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN).

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each .. $ 2 75
Ontario, 2-passenger, each .. 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.
Lamson, 40 and 7½%.

TRACK.

B.T. Double Angle ..... 11c ft.
B.T. Double T. ..... 10c ft.

TRESTLES.

5 ft., each. $1.50 14 ft., each. $4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each. 6.00

TWINE (Binder.)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½

5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in.		10 25
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net	12 42
No. 52, doz., net	13 82
No. 63, doz., net	15 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest.
Nests of 3—0, 1 and 2	$2 11
Nests of 3—1, 2 and 3	2 48
Nests of 4—0, 1, 2 and 3	3 03

WOOD TUBS.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits. 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft., rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screens, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

	Toronto	Montreal
Barb		3 05
No. 9, coil spring.		3 00
No. 9, plain galv.		2 95
No. 12, plain galv.		3 10
No. 13, plain galv.		3 20
O. & A., No. 10		2 60
O. & A., No. 11		2 52
O. & A., No. 12		2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each ..... $ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	0 36	6 25
Part cask	0 37	0 25½



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us

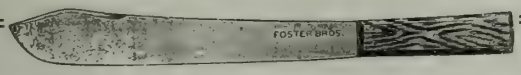
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known to-day. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

Do you carry them? If not, ask your Jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street - New York City

Scale Makers Since 1835

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.
Bronzing liquid, No. 1 ..$1 75
Banana oil, gal. 4 00

BRUSHES.
Weighted, 15 lbs., doz. ...$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.
Cement Coating $2 55 3 00

COLORS (DRY)	Per lb
Raw Umber 100 lb. keg..	0 07
Burnt Umber, 100 lb. ...	0 07
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs..	0 12
Chrome green, pure	0 13
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs ...	0 36
Venetian red, best bright .	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 14
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 04
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 16
Indian red	0 19
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure .	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER.	Gal.
Luxeberry Enamel $5 00	
Screen Enamel, BB	1 65

GLUE.	Per lb.
French medal	0 18
English common sheet ..	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags...	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26 ....$6 50	
26 to 40	7 00
41 to 50	7 46
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85 ....10 50	
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26 ....$ 8 60	
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 80
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft. 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25 .....$	6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS.	Per lb.
Zinc coated	0 12
Zinc, pure	0 30

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine ..$10 75		$10 95
"Anchor," pure	10 45	10 60
Green Seal	10 45	10 60
Brandram's B.B. Genuine	10 85	12 00
C.P. Co. decorat's pu.	10 45	10 60
Crown and Anchor, pure	10 65	10 80
Decorator's Pure (Wpg)	....	10 45
Moore's Pure White Lead	10 45	10 60
Painter's Perfect ...	10 15	10 10
Ramsay's Pure Lead	10 45	10 60
Ramsay's Exterior .	10 15	10 40
Tiger Pure	10 45	10 60
"James Genuine"		11 25
Stephen's H. P. P. (Winnipeg)		9 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt...	9 25	9 25
Genuine, 100-pound kegs, per cwt...	9 67½	9 67½
casks, per 100 lbs.	8 75	8 75
Less quantity		9 65

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots..	$16 50
2 lb. pkgs., per 100 lbs...	16 50
5 lb. pkgs., per 100 lbs...	12 50
25 lb. pkgs., per 100 lbs...	11 50
100 lb. pkgs., per 100 lbs...	10 00
200 lb. kegs, per 100 lbs. ..	9 75
300 lb. pkgs., per 100 lbs....	9 25
600 lb. casks, per 100 lbs...	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED.)

	Per gallon
Sherwin - Williams paints, base	2 10
Canada Paint Co.'s pure...	2 10
Elephant and Prism	1 90
Benj. Moore Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 10
Fresco-Tone, in quarts ...	2 00
Ramsay's paints, pure	1 90
Ramsay's paints, Thistle..	1 70
Martin-Senour, 100 p.c. pure	2 10
Senour's floor paints	1 70
Jamieson's Crown and Anchor brand	1 70
Jamieson's Island City ...	1 75
Stephens' House Paint (Winnipeg)	2 05
Stephens' Floor Paint (Winnipeg)	1 85
Silkstone Wall Color	2 10

PARIS, PLASTER.
Per bbl. 2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	22	22¾
250-lb. casks	22¼	23
100-lb. drums	23¼	24
50-lb. drums	23¼	24
25-lb. drums	23½	24¼
1-lb. pack., 100 case.	25½	26¼
½-lb. pack., 100 case	27½	28¼
1-lb. tins, 100 case..	26¼	27¼
¼-lb. tins, 100 case. ..		29¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks 9-9½	
Orange Mineral, 100-lb. kegs 9½-10	

PRIMER.
Luxeberry Primer $2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans $0 18	
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
¼ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums .	2 60	2 70
Bulk, 25-lb. drums..	2 70	2 80
Bladders, in bbls. ..	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz. ...	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal. .....See weekly report		
Pure, single bbls. ... See weekly report.		

SLATING.	Gal.
2 to 4 bbls. 0 60	0 64
Liquid Slating, B.B. ....$	3 00

STAINS.	Gal.
Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish ...	3 00
Shingletint, 5 gal. cans ...	1 15

VARNISHES.

	Per gal. cans
Liquid Granite .....$	3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50
Luxeberry, spar	4 50
Luxeberry, exterior	5 00
Dugloss finish	3 00
Carriage, No. 1	1 50
Excello	2 00
Mar-Not	2 70
Elastic Oak	1 50
Light oil finish	1 35
Gold sized japan	2 00
Baking black japan	1 35
No. 1 black japan	0 95
Crystal Damar	2 50
No. 1 Damar	2 25
Oilcloth	1 50
House painters' white jap..	1 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams' KOPAL varnish	2 50
Canada Paint Co.'s SUN varnish	2 25
"Flint-Lac," coach	1 30
B. H. Ltd., "Gold Medal," cases	1 80
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 30
Flattine floor finish	3 00
Stovepipe varnish, ½ pints, gross	9 00
Pure white shellac varnish..	2 15
Pure orange shellac varnish	2 00
No. 1 orange shellac varnish	1 85
Kyanize floor finish	3 25
Kyanize cabinet rubbing ..	3 25
Kyanize spar	4 25
Kyanize stains	3 25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg...	0 45
½ gal. package, per pkg..	0 25

WASTE (POLISHING.)
Cream 0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¼
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07¼
Standard	0 06⅝
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX.	Per lb.
C.P. Floor Wax	0 30
Ronuk Floor Wax, lb. ...	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls. ...	1 10

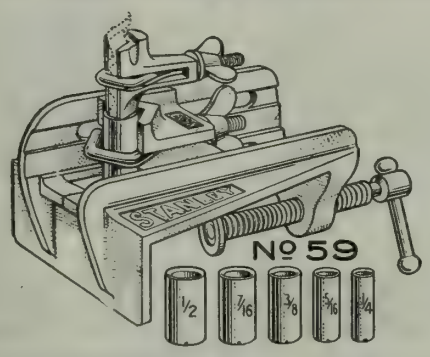
ZINC (DRY.)

Extra Red Seal, V.M.	15
No. 1 Red Seal	15

ZINC IN OIL.

Pure, in 25-lb. irons 15-16	
No. 1, in 25-lb. irons.....10-11	
No. 2, in 25-lb. irons.....	8-9
Pure in Damar Varnish..	0 25
Superfine 12	00

Stanley Tools



DOWELING JIG

A most unique tool that will enable the user to bore dowel holes in the edge, end or surface of work with the greatest ease and with absolute accuracy.

A tool that will immediately commend itself to Carpenters, Cabinet Makers, Pattern Makers—in fact to every artisan or amateur who has occasion to do any kind of doweling.

A special circular describing same in detail is ready for distribution. May we send you some with your imprint? They will interest your wood-working customers and bring you business.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Butler's

FAMOUS SHEFFIELD CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own **premises,** from finest grade of steel, regardless of cost, by skilled workmen.

Butler's "**KEEN**" and other Razor brands are BEGUN AND FINISHED at Trinity Works, **NOT SENT** to Germany for grinding.

"Sheffield made, Both haft and blade."

TRADE-MARKS

	"BUTLER"	ART
Regd. A.D. 1681	1768	1861

Butler's "NON-STAIN" CUTLERY.

Sole Makers of "CAVENDISH" brand (Regd.)
Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

Stock Butler's Cutlery. The only firm awarded Gold Medals and Grand Prix.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62. Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 1½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅜, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft, $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.50, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 75	6 00
28 Am. or 26 Eng.	5 50	5 75
26 Am. or 26 spec'l	5 25	5 50
24 Am. and Eng..	4 85	5 10
22 Am. and Eng...	4 85	5 10
18 & 20 Am. & Eng.	4 75	5 00
16 Am. and Eng...	4 60	4 85

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. .. 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Galvanized.	Tinned.
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c., gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 25½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9; 1¼, $12.15; 1½, $14.40; 2, $19.45. Galvanized—2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55; 6 inch, $72.

PLASTER. Paris, per bbl., $3.25

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 38c; No. 8, 39c; No. 9, 40c; No. 10, 42c; No. 12, 44c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 16c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
Pure white lead, ton lots, $9.70; less than ton lots, $10.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg, $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B.; $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100-ft. rolls. $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

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Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



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Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

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A Straight Talk from the Manager

Can You Afford to Lose Money?

IN a certain Ontario city there is just one hardwareman who is not subscribing to Hardware and Metal, and he lost $2.90 thereby in one little transaction last week.

It happened this way: The hardwareman sold a quantity of galvanized pipe to a customer, basing his price upon the last quotation which had been made him by his jobber's salesman. Not having the pipe in stock, he ordered it from his jobber, and was surprised when the invoice was received to learn that his cost price was $2.90 *more* than his selling price. He complained to the jobber, who pointed to the market report in the previous issue of Hardware and Metal, announcing a further advance in the price of galvanized pipe.

"You lost exactly $2.90 on that one sale," said the jobber, "because you were not a subscriber to Hardware and Metal. That amount would have paid your subscription for practically a year and a half."

The hardwareman who does not subscribe for and read Hardware and Metal, is losing money every week. And don't forget that it is even more costly to neglect the advertisements than to overlook the market reports.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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MANUFACTURERS' AGENT IN VANcouver seeks correspondence with manufacturers who desire to do business in British Columbia. Commission basis on approved orders. Been covering territory for three years, and have wide connection with best buyers. Highest possible reference as to salesmanship and reliability. Manufacturers wishing to do business permanently at a minimum of expense should communicate at once. Box 186, Hardware and Metal. (24)

SITUATION WANTED

SITUATION WANTED BY LIVE, CAPABLE hardware salesman with fifteen years' road experience. Travelling British Columbia the last six years. First-class references. Apply to Box 193, Hardware and Metal, Toronto. (24)

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WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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FIRE INSURANCE. INSURE IN THE HARTford. Agencies everywhere in Canada.

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ADDING TYPEWRITERS WRITE, ADD OR contract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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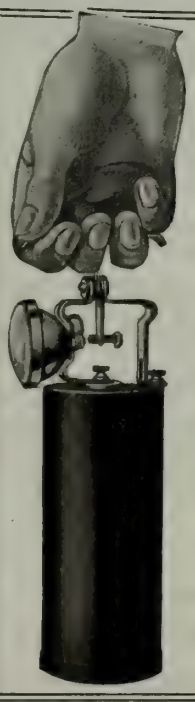
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Put in a stock of

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Others are selling large quantities—so can you.

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The Duncan Electrical Mfg. Co., Limited

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in fact we have found, by exhaustive working tests against other files, that **they cut deeper and have a longer-lasting cutting edge.**

Delta service helps the piece-worker to do a bigger day's work, and it increases the production and reduces the file expense of the Manufacturer.

The "Delta" makes friends immediately everywhere Mechanics will go out of their way to get them.

The connection you build up by supplying "Delta" Files will greatly help the sale of other mill supplies.

This is the only line of files from 3 to 24 inches made absolutely of crucible steel—and we stand back of it with a satisfaction or money-back guarantee.

"Delta" dealers are supplied with attractive display signs, and we circularize their vicinity mentioning them as our local distributors, etc., etc.

Would you like the agency? **We have a splendid proposition to offer, ask about it.**

TRADE MARK DELTA

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Freezes a gallon of cream in 3 minutes with the smallest consumption of ice possible.

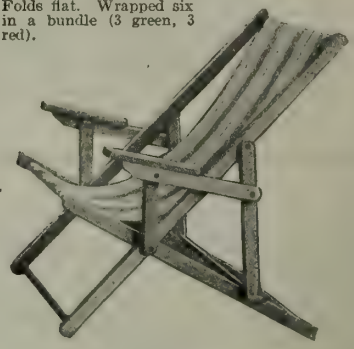
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IT OFFERS YOU BIG BUSINESS—it's a proposition that you cannot afford to overlook.

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CAMP AND LAWN FURNISHINGS

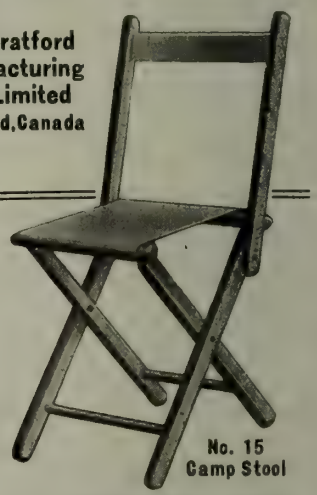
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Also a line of **Step, Extension and Single Ladders, Trestles and Scaffolds, Ironing and Bake Boards, Clothes Dryers, etc.**

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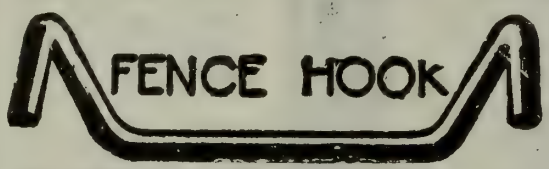
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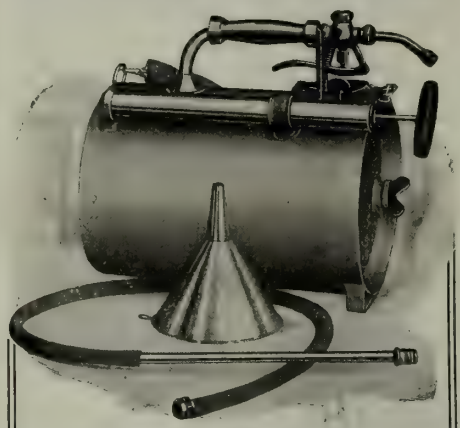
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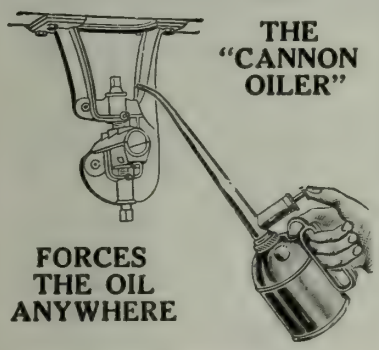
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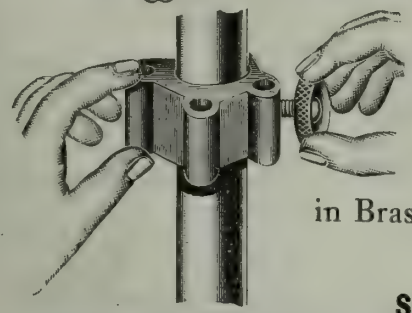
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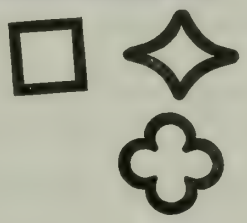


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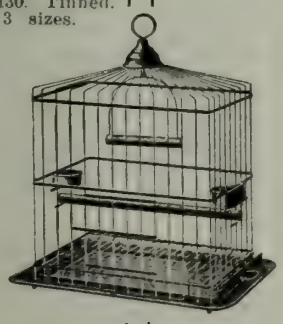
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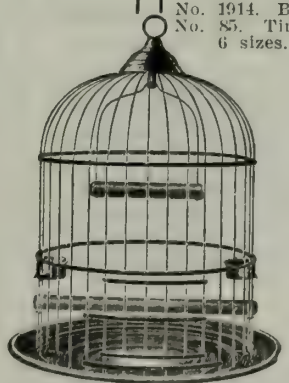
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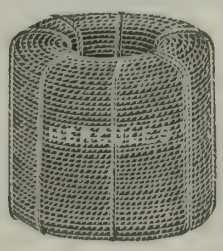
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CLASSIFIED LISTS OF ADVERTISEMENTS

Hooks, Moulding.
The Andrew B. Hendryx Co., New

Hooks, Hat and Coat.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
The Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co. Toronto.

Horse Covers.
Canadian Consolidated Rubber Co. Montreal.

Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.
Quality Tool Co., Montreal.

Incandescent Electric Lamps.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Iron and Steel Bars.
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd. Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd. Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canadian Tube & Iron Co., Montreal
The Steel Co. of Canada, Ltd. Hamilton.

Iron Pumps.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio

Jacks, Auto.
Richards-Wilcox Canadian Co., London, Ont.

Japans.
A. Ramsay & Son Co., Montreal.

Joist Hangers.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Knife Polish.
Jno. Oakey & Sons, Ltd., London Eng.

Knives, Hunting and Fishing.
Marble Arms & Mfg. Co., Gladstone, Mich.

Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.

Ladders, Step.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co. Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.

Lamps, Hand Electric.
The Duncan Electrical Mfg. Co., Montreal.
Interstate Electric Novelty Co., Ltd., Toronto.

Lamps, Auto.
Interstate Electric Novelty Co., Toronto.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.

Lanterns.
Can. H. W. Johns-Manville Co., Ltd. Toronto.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont
MacKenzie Bros., Winnipeg, Man.

Latches.
Peck, Stow & Wilcox Co., Cleveland
The Stanley Works, New Britain

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.

Lawn Mowers.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Stratford Mfg. Co., Stratford.

Lawn Swings.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lead Pipe.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Letter Carriers, Track and Fittings.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Linseed Oils.
Canada Linseed Oil Mills, Toronto, Montreal.

Liquid Gloss.
Imperial Oil Co., Toronto.

Locks, Knobs, Escutcheons, etc.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Lubricants.
Prairie City Oil Co., Winnipeg.

Lumbering Tools.
Argall Bros., Three Rivers, Que.
Mink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Mantles.
Hamilton Gas Mantle Co., Hamilton.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes, Waterproof.
Marble Arms & Mfg. Co., Gladstone, Mich.

Mats, Rubber.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Mechanics' Tools.
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Metals.
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Windows and Doors.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Mitre Boxes.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal.
The International Nickel Co., New York, N.Y.

Mop Wringers.
MacKenzie Bros., Winnipeg, Man.

Motor Accessories.
Melchior, Armstrong & Dessau, New York, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motors, Canoe.
Melchior, Armstrong & Dessau, New York, N.Y.

Motors, Detachable.
Melchior, Armstrong & Dessau, New York, N.Y.

Nail Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.

Nails, Wire.
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.

Neckyokes.
MacKenzie Bros., Winnipeg, Man.

Nickel.
The International Nickel Co., New York, N.Y.

Nickel-Plated Ware.
MacKenzie Bros., Winnipeg, Man.

Nitrogen Fixtures.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Oils.
Prairie City Oil Co., Winnipeg.

Oilers.
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
Sheet Metal Products Co., Toronto.
Queen City Oil Co., Toronto.

Oil Tanks and Pumps.
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Packing.
Canadian Consolidated Rubber Co., Montreal.

Pails.
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover.
A. Ramsay & Son Co., Montreal.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches.
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.

Pipe Cutters.
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons.
Buck Bros., Milbury, Mass.

Plate Clamps.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Pliers.
Henderson & Richardson, Montreal.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Plugs, Electricians'.
Canadian Consolidated Rubber Co., Montreal.

Polishes, Metal.
Can. Fairbanks-Morse Co., Montreal.
Northwestern Chemical Co., Marietta, Ohio.

Post Hole Augers.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Powder, Aluminium.
The British Aluminium Co., Ltd., London, Eng.

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless).
Du Pont Powder Co., Wilmington, Del.

Pulleys.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.

Pumps.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Pump Valves.
Canadian Consolidated Rubber Co. Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg.

Ranges.
Kir-Ben, Ltd., Almonte.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
MacKenzie Bros., Winnipeg, Man.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.

Radiators.
Gurney Foundry Co., Toronto.

Razors.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield Eng.
Jas. Hutton & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y

Reamers.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead.
Brandram-Henderson Co., Montreal.

Refrigerators.
MacKenzie Bros., Winnipeg, Man.
Sanderson & Harold Co., Paris.

Registers.
Kir-Ben, Ltd., Almonte.

Reinforcing Concrete.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers.
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Rifles.
Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Roofing.
Bird & Son, East Walpole, Mass.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.

Roofing Supplies.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.

Rope.
Consumers Cordage Co., Montreal.

Rope Blocks.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Row Boat Motors.
Melchior, Armstrong & Dessau, New York, N.Y.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Canadian Consolidated Rubber Co., Montreal.

Sash Fasteners.
Peck, Stow & Wilcox Co., Cleveland, Ohio.

Saws.
Simonds Canada Saw Co., Montreal.

Saw Specialties.
Victor Saw Works, Hamilton, Ont.

Scales.
Aylmer Pump & Scale Co., Aylmer.

Screen Doors and Windows.
MacKenzie Bros., Winnipeg, Man.
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets.
The Stanley Works, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Drivers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Quality Tool Co., Montreal.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.

Screw Drivers, Pocket.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts.
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

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Kelway & Son, Langport, Eng.

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MacKenzie Bros., Winnipeg, Man.

Self-Starters, Ford.
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Acme Shear Co., Bridgeport, Conn.
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G. F. Stephens & Co., Winnipeg.
Geo. Wostenholm & Son, Sheffield, Eng.

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Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shock Absorbers.
Richards-Wilcox Canadian Co., London, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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MacKenzie Bros., Winnipeg, Man.
McGlashan, Clarke Co., Niagara Fal
Oneida Community, Ltd., Niagara Falls.

Singletrees.
MacKenzie Bros., Winnipeg, Man.

Sliding Door Hardware.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Slings.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Smoke Stacks.
Manitoba Bridge & Iron Wks., Ltd. Winnipeg, Man.

Snow Shovels.
Doust Specialty Co., Ltd., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sheet Metal Products Co., Toronto.

Spark Plugs.
Interstate Electric Novelty Co., Toronto.

Splicing Compound.
Can. H. W. Johns-Manville Co., Ltd. Toronto.

Sporting Goods.
H. S. Rowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Thos. Davidson Mfg. Co., Montreal

Sprayers.
Collins Mfg. Co., Toronto, Ont.
Eureka Planter Co., Woodstock, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.

Springs.
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Stains.
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Stampings.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Staples.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pullers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steamers and Boilers.
Soren Bros., Toronto.

Steel, Cold Rolled Strip.
The Stanley Works, New Britain Conn.

Steel Wire Hoops.
Dominion Iron and Steel Co., Ltd. Sydney.
Steel Co. of Canada, Ltd., Hamilton

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
E. T. Wright Co., Ltd., Hamilton.

Storage Tanks, Wood, Steel.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Store Ladders.
MacKenzie Bros., Winnipeg, Man.
F. E. Myers & Bro., Ashland, Ohio
Richards-Wilcox Canadian Co., London, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que

Stoves, Furnaces.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal
Kir-Ben, Ltd., Almonte.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.

Stove Pipes.
Soren Bros., Toronto.

Switches, Electric.
Interstate Electric Novelty Co., Toronto.

Tank Heaters.
MacKenzie Bros., Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Tapes, Measuring.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
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MacLean Publishing Co., Toronto.

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Scythes & Co., Toronto.

Telescopic Ash Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Ticket Punches.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Tools.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington & Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

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Clayton & Lambert Mfg. Co., Detroit.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Travelling Cranes.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

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Canadian Consolidated Rubber Co., Montreal.

Tungsten Lamps.
Canadian Sunbeam Lamp Co., Ltd., Toronto.
Mainer Electric Mfg. Co., Winnipeg.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Vacuum Cleaners.
The Daisy Vacuum Cleaner Co., Ltd., Birmingham, Eng.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Metallic Roofing Co., Toronto.

Vulcanizing Outfits.
Adamson Mfg. Co., Hamilton.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Wm. Cane & Sons Co., Newmarket.
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MacKenzie Bros., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

C. S. Norcross & Sons, Bushnell, Ill.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg

Wood Specialties.
E. B. Salyerds, Preston, Ont.

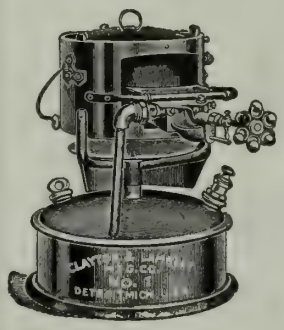
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Peck, Stow & Wilcox Co., Southington & Cleveland.
Star Mfg. Co., Carpentersville, Ill.
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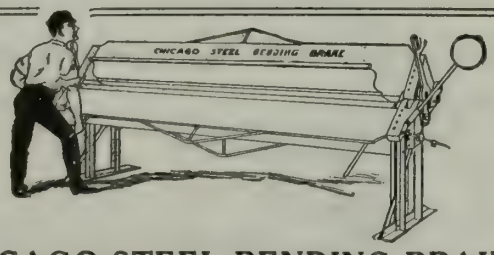
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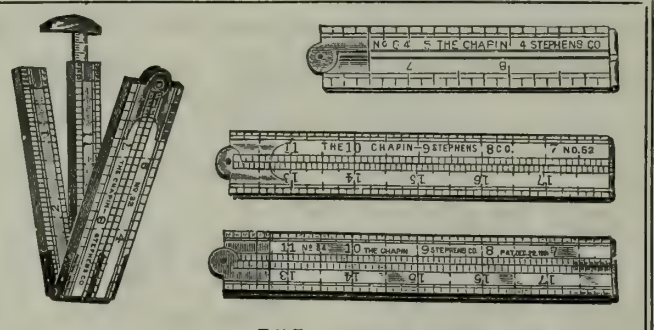
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PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

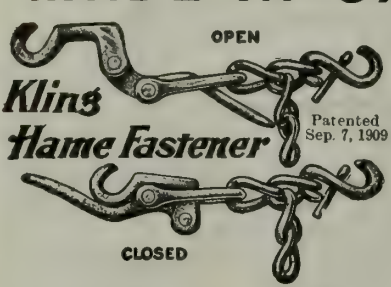
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You can sell our fence with a clear conscience and make money, too.

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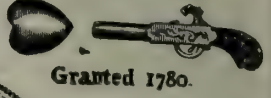
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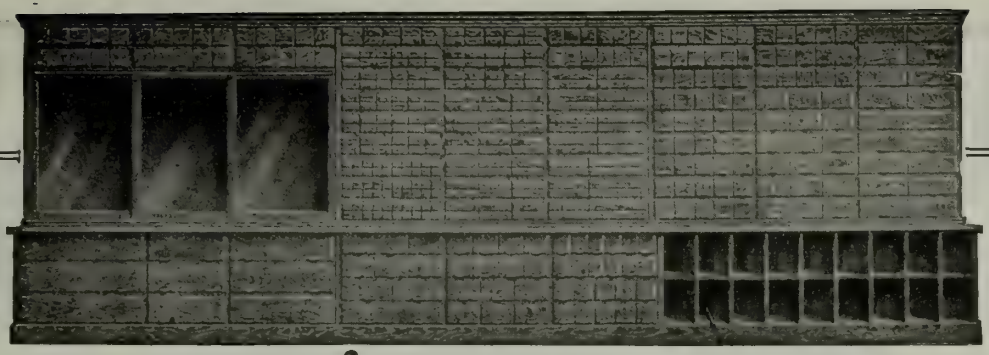
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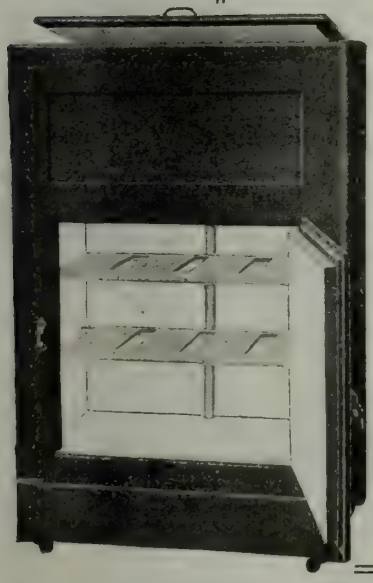
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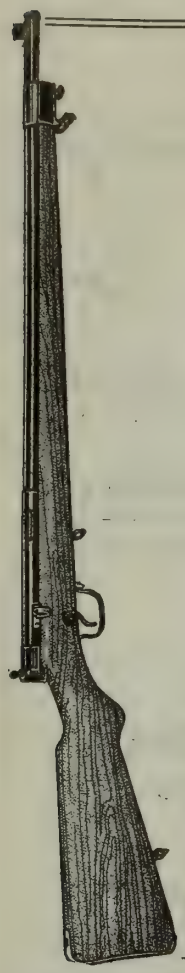
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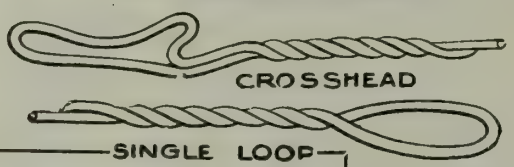
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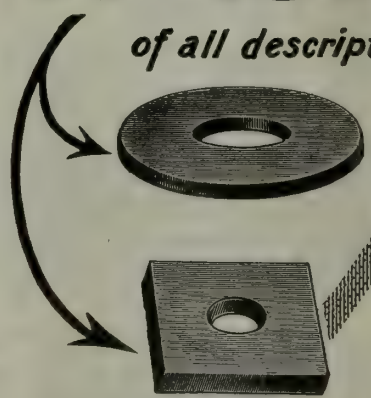
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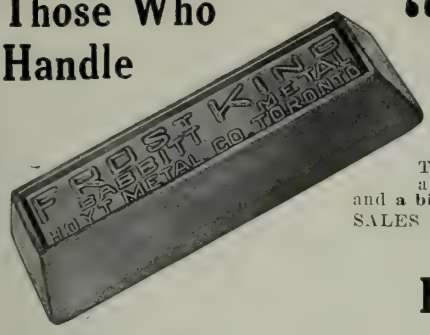
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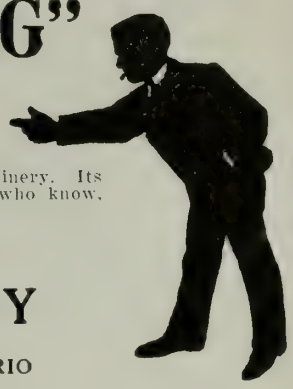
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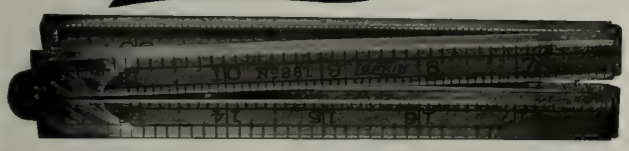
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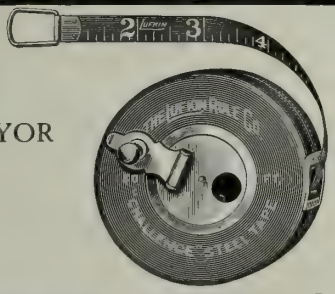
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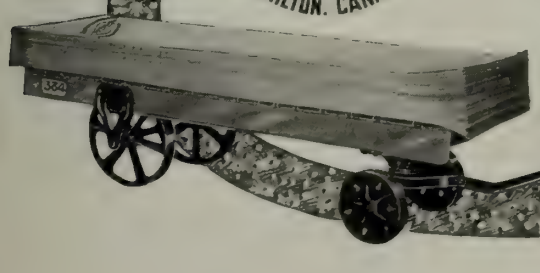
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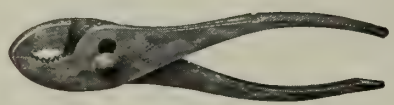
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HAMILTON, CANADA

58-P

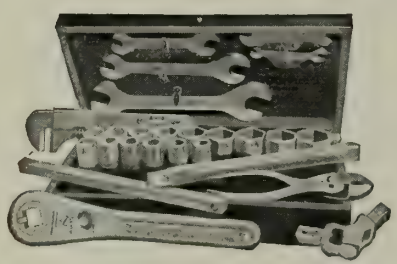




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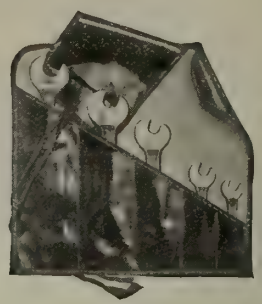
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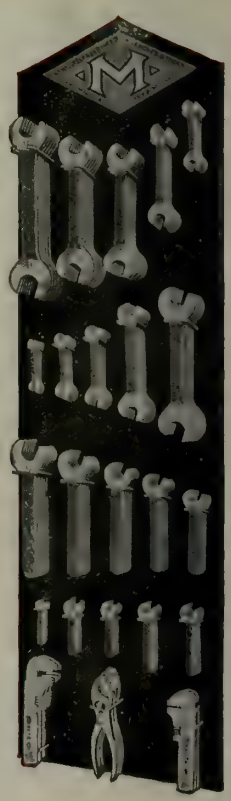
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Time and labor are saved in hanging doors with these butts, as the jamb only is mortised, the door put in place, and the ornamental leaf screwed to the surface of the door.

The screws are wrapped separately from the butts, and both are packed in strong anti-tarnish paper to protect the finish of the butts. **Oval head** screws are packed for the surface leaf, flat head for the jamb leaf.

The advantage of oval head screws over round head is apparent; the extra purchase obtained in the countersink holds the butt rigid. Round head screws do not fill the holes, are less attractive, and will *not* hold butts firmly.

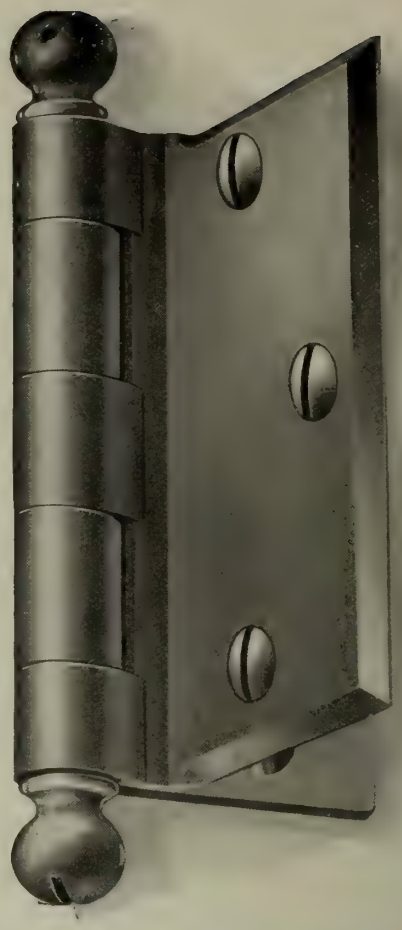
No. 165 butts are also furnished with ball bearings and numbered BB165. By the use of these washers all friction in the joint is practically overcome. The hardened tool steel balls are set in a case-hardened raceway and each bearing will sustain a crushing weight of 2,000 pounds.

We also furnish these butts sherardized before plating which makes as good a rust-proof finish as it is possible to obtain. The simplicity of the design and the labor-saving features have made these butts very popular.

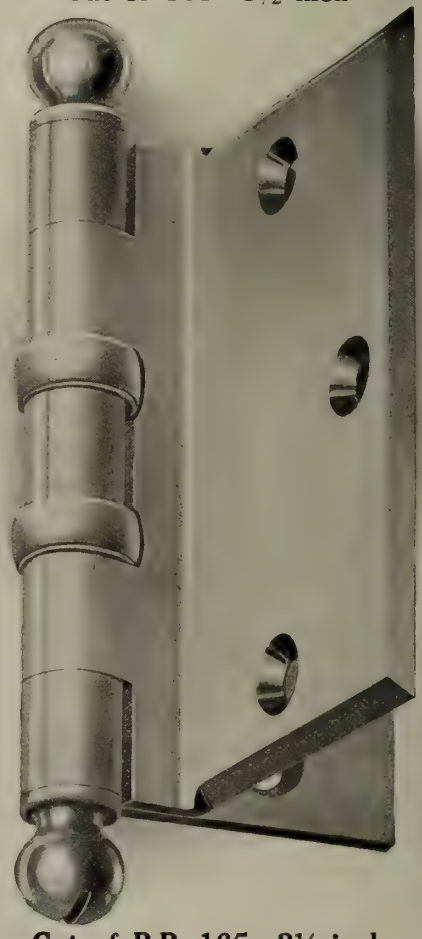
Visit our Exhibit at the Panama-Pacific Exposition in Palace of Manufactures, Block 26, corner of 5th St. and Ave. D.

MADE BY THE STANLEY S.W. WORKS
NEW BRITAIN CONNECTICUT
NEW YORK CHICAGO

Canadian Representatives: A. MACFARLANE & CO.
CORISTINE BUILDING, MONTREAL



Cut of 165—3½ inch



Cut of B.B. 165—3½ inch

IT WILL PAY YOU

TO SELL

"P. & W. Co."

SMALL TOOLS

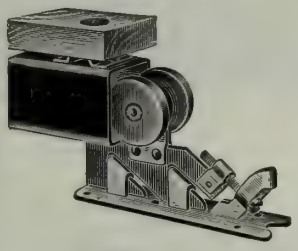
PRECISION
DELIVERY
QUALITY

GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

"A Hanger For Any Door That Slides"



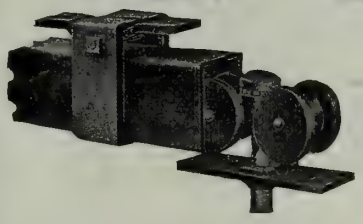
No. 19 HERO TROLLEY
HOUSE DOOR HANGER

Track is removable and adjustable after walls are plastered. Solid fibre wheels. Ball bearings. Low-priced.



No. 321 CHAMPION
BARN DOOR HANGER

For quality of workmanship and fine operation the Champion has no equal. There are cheaper hangers, but none so good. For your good hanger, sell the best.



FOLDING DOORS
The one right way to hang them is on R-W Trolleys.

Richards-Wilcox
Canadian Company, Ltd
London, Ontario.

NAILS

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

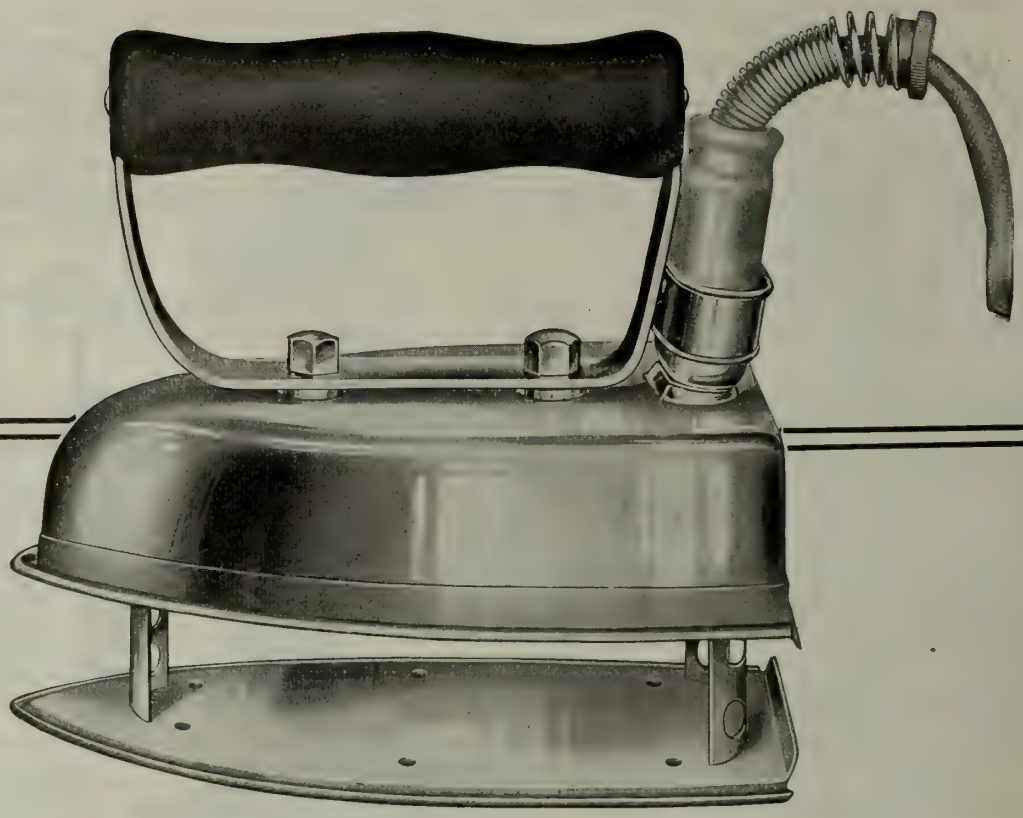
Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

QUICK SHIPMENT—a complete stock available at MONTREAL, TORONTO and HEAD OF LAKES.

WIRE



SUMMER IS THE TIME FOR
Electric Irons

During the summer months every woman is in the market for time and work-saving appliances, and when you show her a handsome, well-made electric iron, bearing a well-known trade-mark, and selling at a price well within her income, there isn't much doubt about her buying it. This new UNIVERSAL iron is making customers for every dealer who shows it and its popularity is further increased because it bears the UNIVERSAL guarantee.

UNIVERSAL
Electric Iron

No. E903, $3.00 **Western Zone, $3.25**

The Western Zone includes all Territory west of Winnipeg

This iron contains the same heating unit as used in all UNIVERSAL irons. This unit is made from the finest materials obtainable—highest grade Nichrome Wire and celebrated Ruby India Mica, so wound as to radiate the heat over the entire ironing surface, a greater current being conducted to the point.

If you're not getting your share of the iron business, just put in a small stock of these irons and note the result. You'll find the women of your vicinity willing and anxious to buy them and loud in their praise after a couple of weeks' trial.

For prices, etc., write to your Jobber or direct to us.

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

New Britain :: Connecticut

The Season For These Goods Is Here

We can supply you promptly.

Now is the time *to order.*

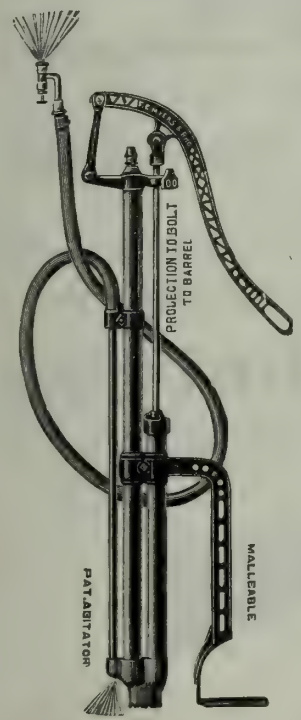


We carry a full line of Garden Hose, Hose Reels, Nozzles, Lawn Sprinklers, Lawn Rollers, etc.

Our Paris Green Is Guaranteed To Test Higher Than Government Requirements.

Used as a Powder or in Solution for Exterminating Bugs and Lice and for Spraying Foliage.

Size Packages—	600 lb. Barrel	250 lb. Keg	100 lb. Drum	50 lb. Drum	25 lb. Drum	1 lb. Package	½ lb. Package



No. 34 Myers Lever

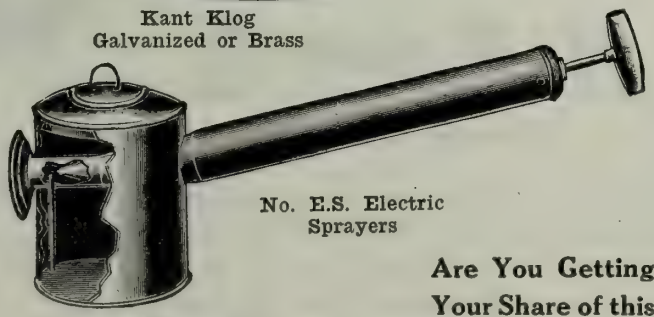


Kant Klog
Galvanized or Brass



Kant Klog Nozzle

SEND IN YOUR ORDERS NOW



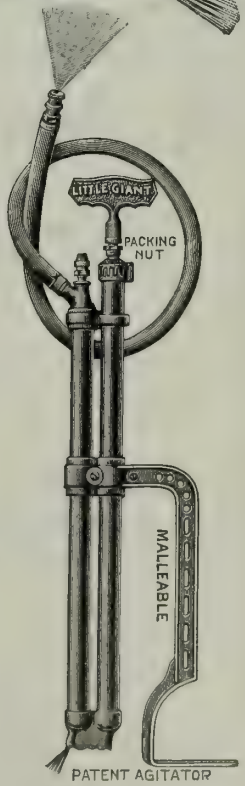
No. E.S. Electric Sprayers

ASK US FOR QUOTATIONS.



No. 3—Garden Sprayers.

Are You Getting Your Share of this Kind of Business? It Is Worth Going After.



No. 327½ Myers Little Giant.

ARE YOU CARRYING THESE GOODS IN STOCK ?

THEY BRING NICE BUSINESS AND SHOW A NICE PROFIT

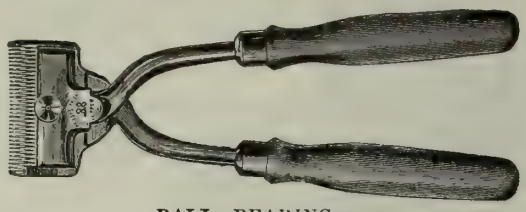
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

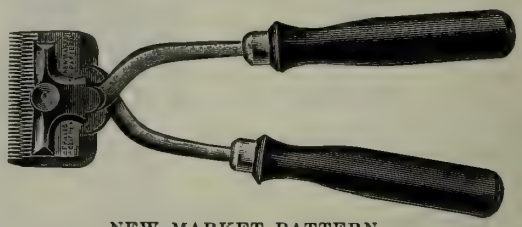
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

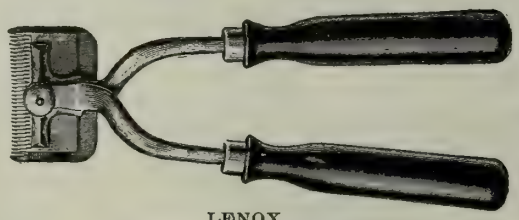
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

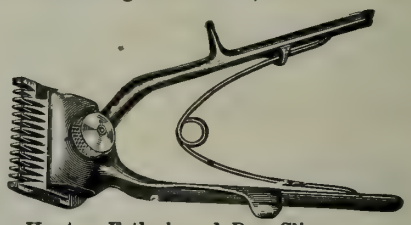


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



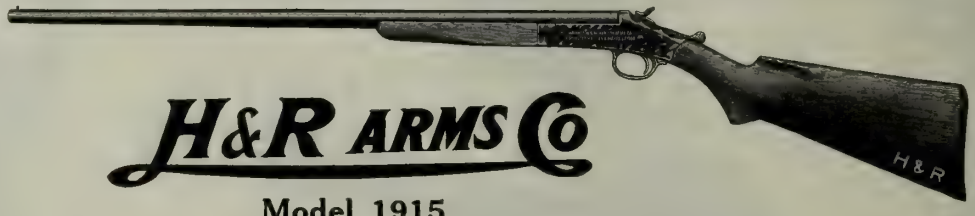
Hunter, Fetlock and Dog Clipper, retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

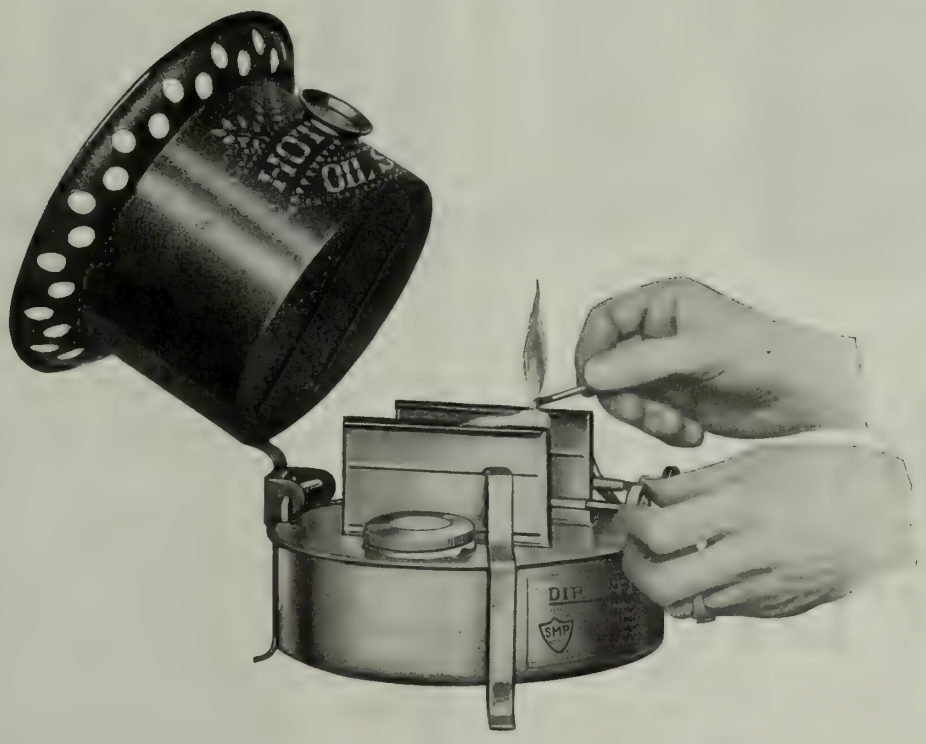
Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

Lighting a "Hot Blast"



Thousands of new customers will do this for the first time this year. Will they be your customers? Tell them—

The "Hot Blast" lights instantly.
The "Hot Blast" heats quickly.
The "Hot Blast" fits any size of pot.
The "Hot Blast" burns any coal oil.
The "Hot Blast" gives satisfaction.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



Imperial Carbide

"The kind you'll sell most of"

BECAUSE, in handling "IMPERIAL CARBIDE," you will offer the product of the largest and most up-to-date carbide factory in Canada.

Because "IMPERIAL CARBIDE" is of uniform quality and economical on account of its high gas yield.

Because the tests we make before packing guarantee your customers the best results; and that is the most convincing of all selling arguments.

Our proposition will surely interest you.

Write us to-day while you think of it.

UNION CARBIDE CO. OF CANADA, LIMITED
WELLAND, ONTARIO

There's Money in the "Famous Five"

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(MADE IN CANADA)

Here's Why

1—4,000 patterns. The RIGHT file for EVERY need.

2—Big factory-stocks for immediate shipment. Small shelf-stock means *many quick* turn-overs, with a good net profit on each.

3—QUALITY; the product of 50 years' Success.

4—ECONOMY; the result of a 60,000,000 yearly output by our five great plants.

5—MATCHLESS REPUTATION, won by supplying 90 per cent. of Canada's file-requirements.

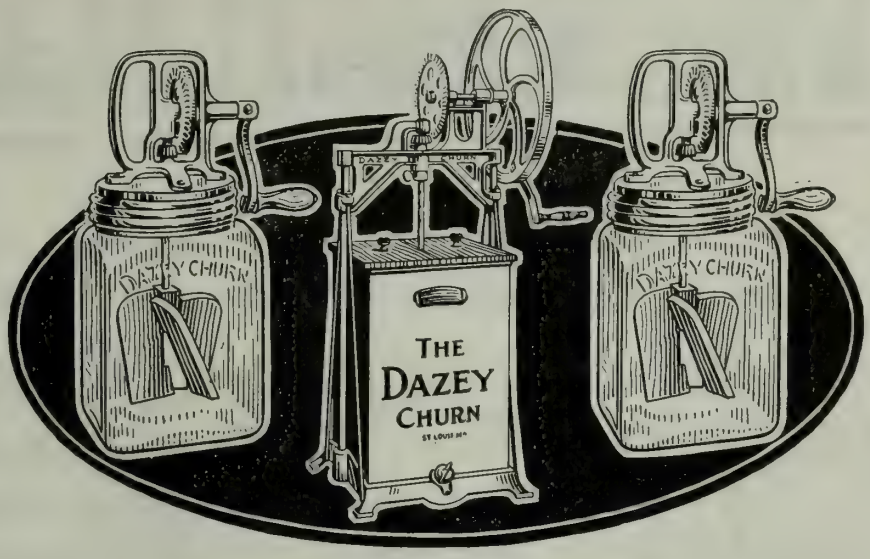
6—Persistent, timely advertising to every field—from year to year.

7—Non-fluctuating prices; liberal margins and one price to all.

If you ever *can* make money with any line — you can make it with the "Famous Five."

Write TO-DAY for "File Filosophy" and our Catalog.

NICHOLSON FILE COMPANY
PORT HOPE, ONTARIO
Jobbers Everywhere



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream —resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.

DAZEY CHURN & MFG. CO.
WARNE AND CARTER AVES.
ST. LOUIS, MO.

BUY MADE-IN-CANADA GOODS

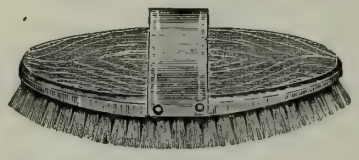
All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



Solid Wooden Backs. Fitted with Leather Strap Handles.

104—

No. 1—Small, Tampico.
" 3—Medium, Tampico.
" 4—Medium, Tampico, extra full.
" 6—Medium, White Bristle around mixed centres.
" 10—Large, White Bristle around mixed centres.
" 11—Large, pure Bristles throughout.
" 12—Large, pure Bristles, stiff and compact.

MEAKINS
Horse Brushes

ANOTHER SPLENDID EXAMPLE OF THE VALUE OF OUR LONG EXPERIENCE IN BRUSHMAKING AND THE GREAT SCRUTINY WITH WHICH WE SUPERVISE EVERY OPERATION FROM RAW MATERIAL TO FINISHED PRODUCT.

Meakins Brushes Sell Fast

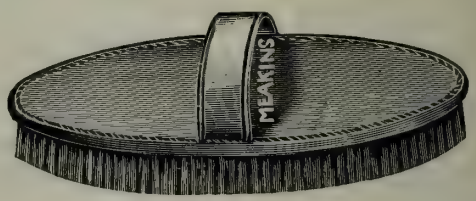
BECAUSE THEY LOOK THEIR QUALITY AND GIVE RE-ORDER SATISFACTION

Drop a Line for Prices

MEAKINS & SONS, LIMITED

Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO AND MONTREAL



Oval Leather Back Horse Brushes

All Fitted with Leather Strap Handles. Best Leather Sewn Backs.

106—

No. 1—White around Grey Tampico.
" 2—Grey Tampico.
" 3—Grey Tampico, extra full.
" 4—Black Bristles around Tampico.
" 5—Yellow Bristles around Extra Tampico.
" 6—All Grey mixed Bristles.
" 7—All Black Bristles.
" 8—All White Bristles.
" 9—All Extra White Bristles.

WROUGHT PIPE

WIRE NAILS

THE STEEL COMPANY OF CANADA LIMITED

STAPLES

BOLTS AND NUTS

THE STEEL COMPANY OF CANADA LIMITED



IRON AND STEEL BARS

"TIGER" WHITE LEAD



Tacks,
Wood and Machine Screws,
"Invincible" Fencing, Shot, Lead Pipe,
Rivets and Burrs, Bright Wire Goods, Pole Line Hardware,
Galvanized Wire, Forgings, Cut Nails,
Horse Shoes and Horse Nails.
(MRM & Bell) (MRM)
Putty.

Quality Guaranteed **Prompt Shipments**

SALES OFFICES

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN, N.B.	HALIFAX

When writing advertisers please mention Hardware and Metal.

OUR Corrugated Iron is deeply stamped and the corrugations are absolutely straight and uniform. Eavetrough, conductor pipe, elbows, ridge roll, valleys, skylights, ventilators and galvanized sheets.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





THE WHITE MOP WRINGER

always bears this trade-mark

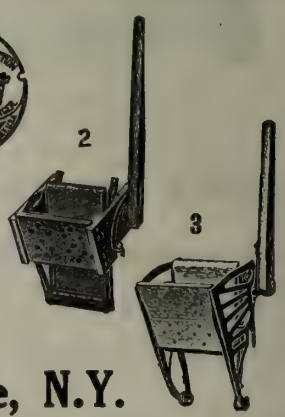
LOOK FOR IT.



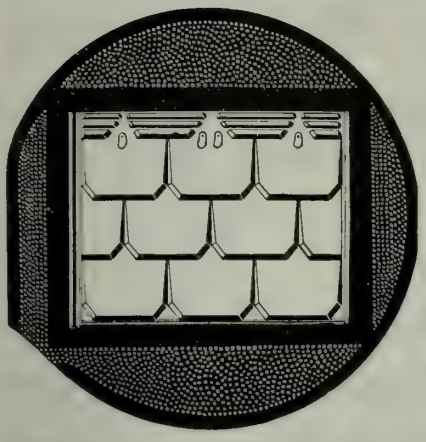


Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.



30 Years of Service!

Is the "EASTLAKE" Galvanized Shingle Record that Gets You Business.

Nothing talks so loud as "Good Service" in a customer's ear. All the claims you hear for this and that roofing, that they will do so and so, are silenced by the "EASTLAKE" statement: "We have made good in active roof service."

"Eastlake" Galvanized Shingles have been heavily advertised for nearly a third of a century. During all that time they have been more than living up to every claim made, for ease in laying, water-tight, wind-tight and long-wearing qualities. Take a pencil and make a list of the people you know who need new roofs. It will surprise you that there are so many good prospects for "Eastlake" service. Then write us for circulars and advertising helps and see how you will clean up the business. Start to-day.

The Metallic Roofing Co., Limited

Toronto **MANUFACTURERS** **Winnipeg**

Quick Hot Water at a Big Saving of Gas

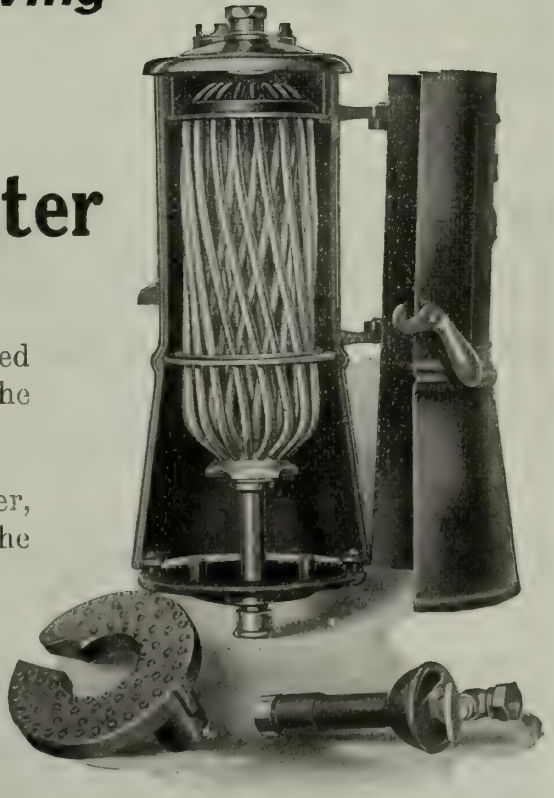
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD ***BIG PROFIT***

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto

HAVE YOU RECEIVED YOUR COPY?

OUR BOOKLET "REPAIRING AND BUILDING" WAS ISSUED TO CREATE MORE BUSINESS AND PROFITS FOR OUR **NEPONSET** DEALERS DURING 1915.

IF YOU HAVE NOT RECEIVED YOUR COPY BE SURE AND WRITE US TO-DAY.

BIRD & SON

Dept. H.

HAMILTON, ONT.

Montreal, St. John, N.B., Winnipeg, Calgary, Vancouver.

O-Rib-O Manufacturing Company, Limited

WINNIPEG

JOBBERS OF:—

Enterprise Stoves and Furnaces

Building Paper and Roofing Felts

Asbestos Papers and Pipe Coverings

MANUFACTURERS OF:

SHEET METAL PRODUCTS

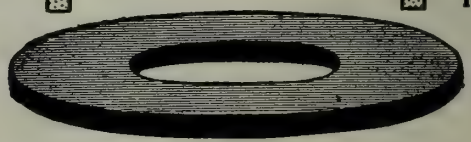
Orders Promptly Filled

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates. Sheared and Punched Plates.

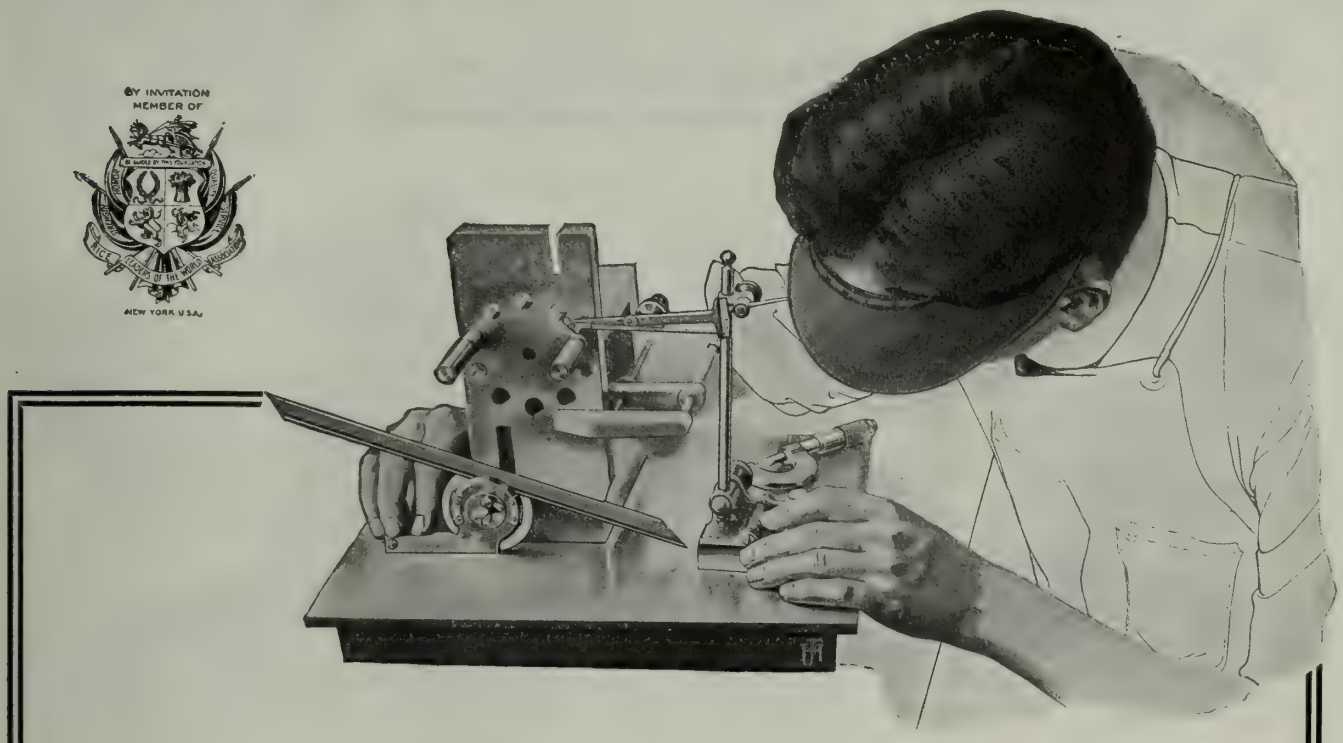
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

Hardware Dealers—An exact duplicate of the ad. below appears in the June 10th and 17th issues of "Canadian Machinery." Tear off here and paste on your window with a display of Starrett Tools.



Starrett Tools

Every good toolmaker and machinist accepts Starrett Tools as the standard for accuracy because they are always perfectly reliable and are designed for convenience and efficiency.

Surface Gages

This line includes five styles of surface gages. The most complete type is the Universal Surface Gage No. 257 shown here; sizes 9″, 12″, and 18″ spindles. Prices $3.00 to $4.00.

Protractors

The protractor shown here is the Universal bevel protractor No. 362 with vernier for use by toolmakers and machinists in measuring and laying out angles. Sizes 7″ to 12″. Prices $8.00 to $11.75, depending on attachments.

Test Indicator

The segment test indicator No. 64 shown here is useful for testing of work in the lathe, for turning, chucking, or locating on face plate. It may also be used on jig work and other bench jobs in connection with any of our surface gages. Price complete $3.50.

Send for Catalog

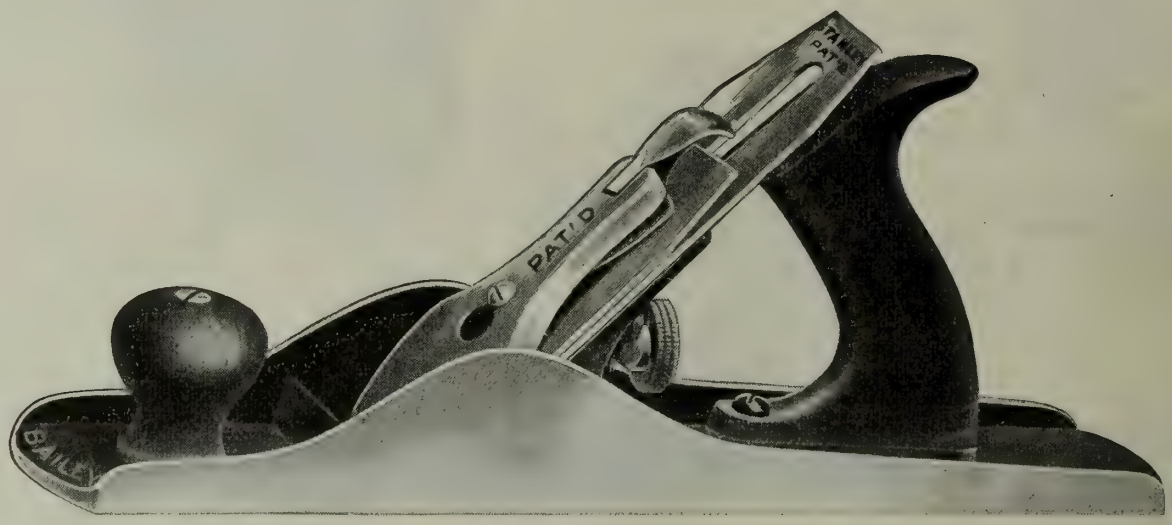
If you are interested in the purchase of fine tools, send for free copy of catalog No. 20M.A., giving prices of 2100 styles and sizes.

The L. S. Starrett Co., Athol, Mass.
WORLD'S GREATEST TOOLMAKERS
New York London Chicago

42-452

Starrett Tools
The Standard Instruments of Precision

Stanley Tools



Bailey Iron Planes

MADE IN CANADA

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

EVERY TOOL GUARANTEED

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NEW BRITAIN, CONN. U.S.A.

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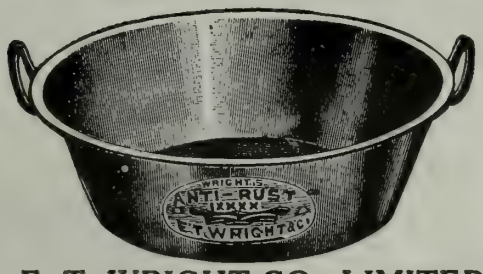


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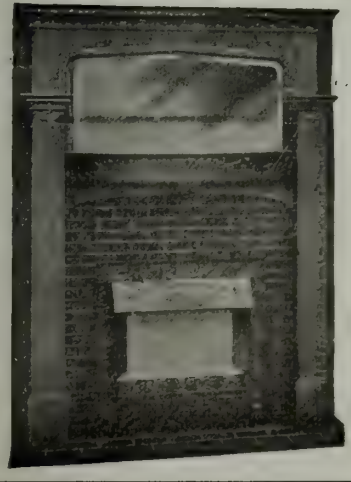
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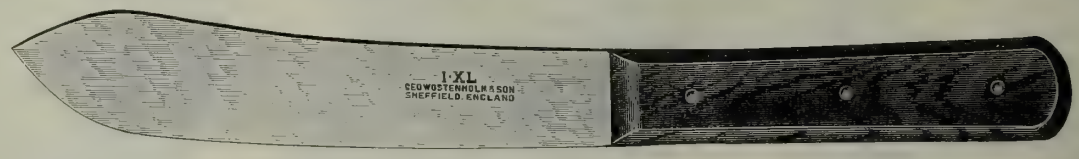
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Forestville, Ont., Jan 13, 1913

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Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

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Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

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Banwell-Hoxie Wire Fence Co., Ltd.
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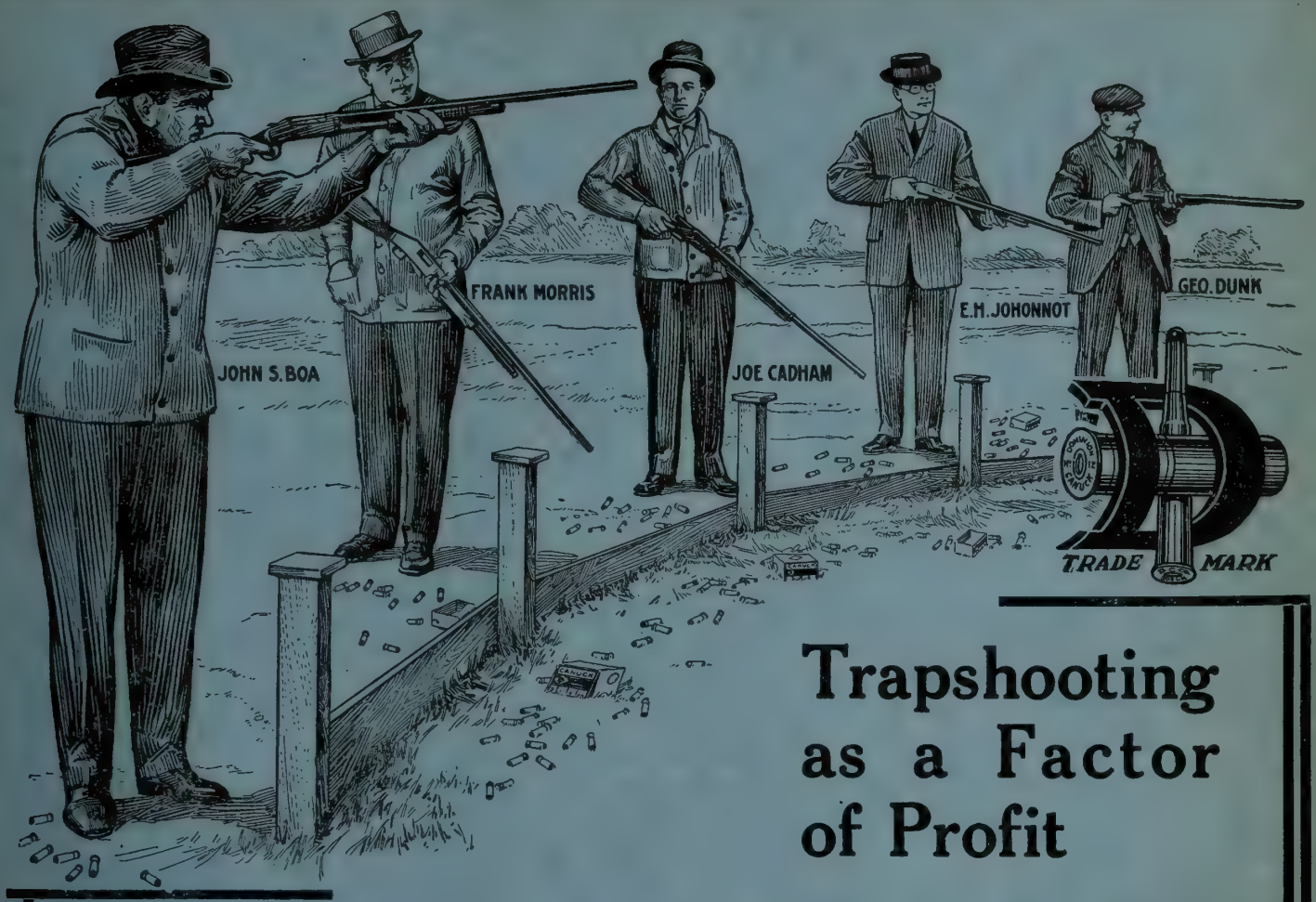
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These men will tell you Dominion Trap Loads are the best and will prove it by demonstration.

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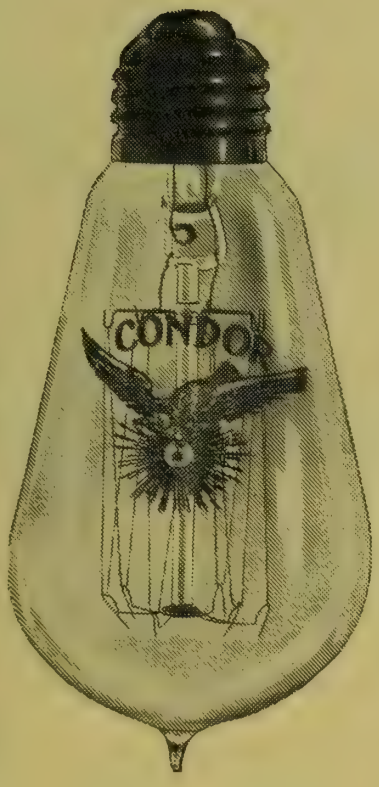
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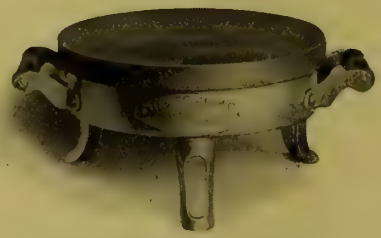
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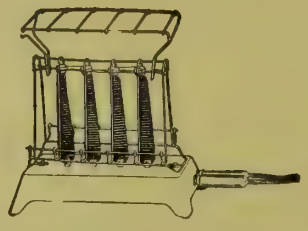
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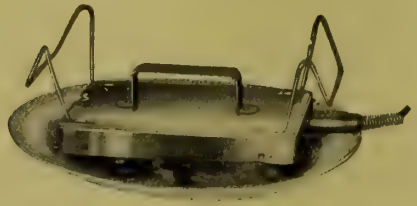
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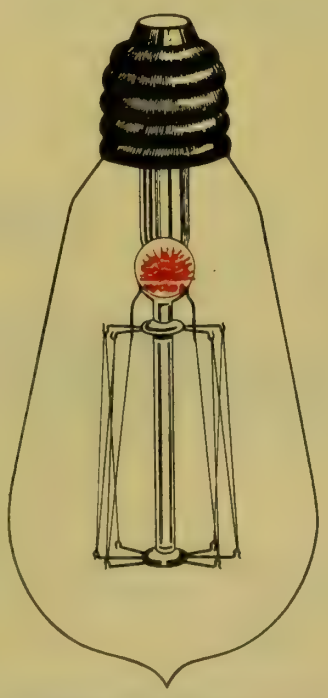
Made under the Canadian Flag

When you buy from us, you get lamps that are cheaper, quality considered, than any imported makes, and you keep Canadian money in Canada for the benefit of Canadians.

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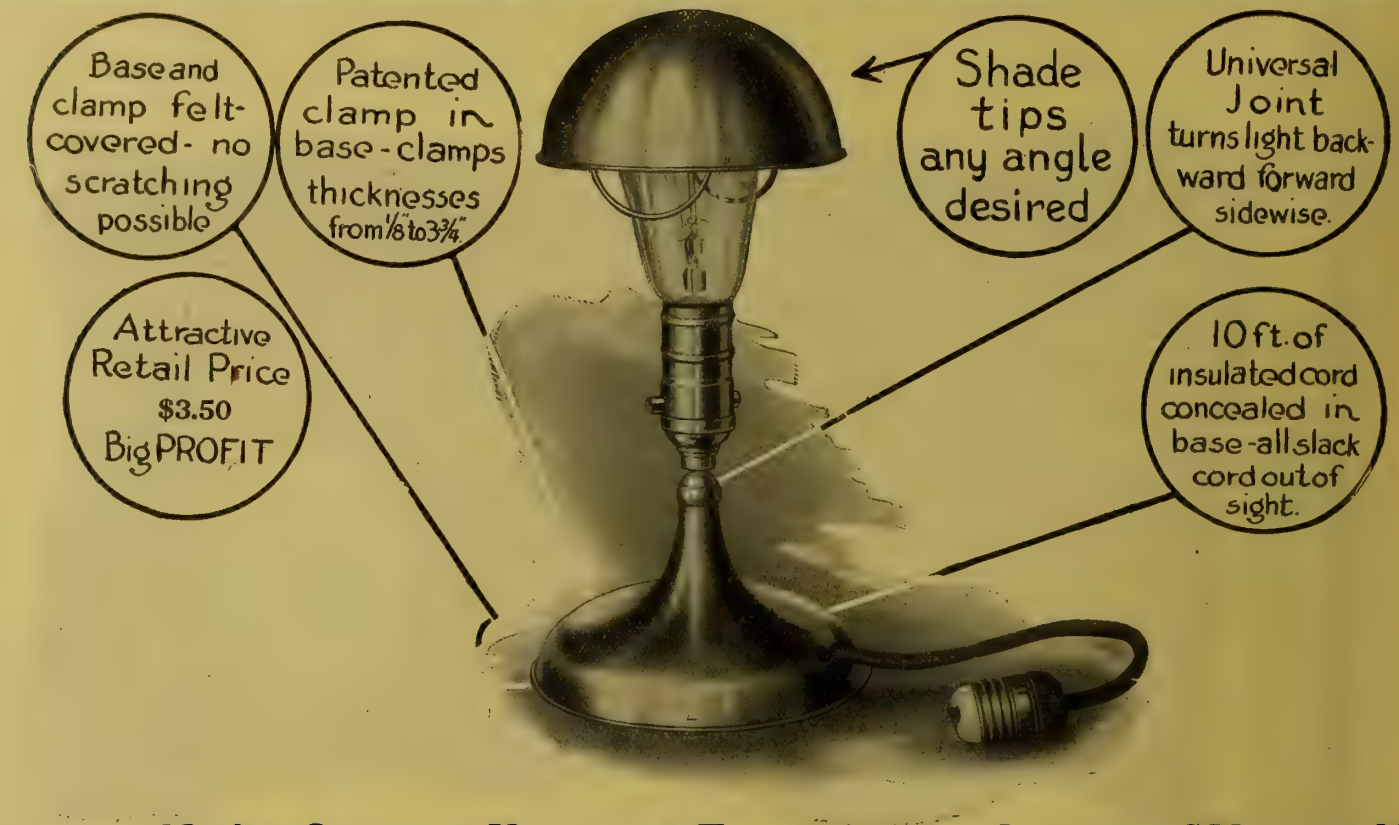
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Mail the coupon below to-day, and one of the Leindorf Portable Electric Lamps will be sent you immediately. Examine it from every possible angle just how it constitutes the most convenient and economical Lamp your customers could purchase, and how its special advantages and price will give it a place in almost every home or office in your community.

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Get our latest Booklet and discounts, you will find them interesting.

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LIMITED
Toronto, Ont.

June Proverbs

He that has a head of wax, must not walk in the sun.

He that has had a good harvest should not mind a few thistles.

Great talkers are like leaky pitchers, everything runs out.

He that buys what he does not want, must often sell what he does want.

Daub yourself with honey, and you will be covered with flies.

Everyone knows best where the shoes pinch him.

A fool may throw a stone into a well, which a hundred wise men cannot pull out.

He that would enter into the House of Prosperity must have a good key; these keys can be obtained from us.

If Electrical—We Have It.

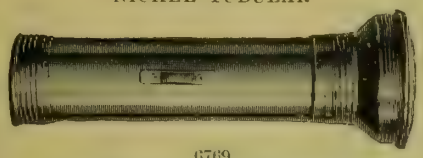
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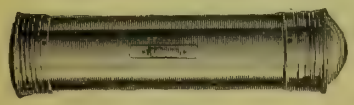
If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

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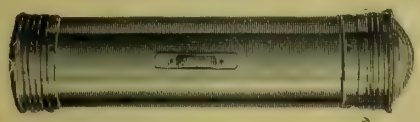
NICKEL TUBULAR



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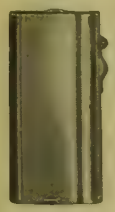
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June Weddings

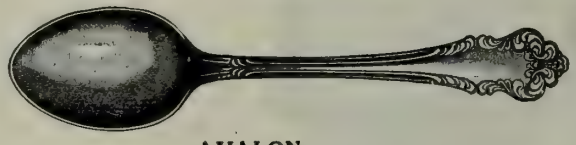
Mean Business to the Hardware Trade



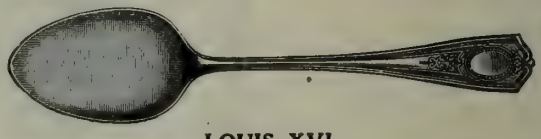
COMMUNITY SILVER Plated Ware in its many beautiful patterns will please any bride. Extensive advertising and high quality have made Community Silver Plated Ware a most popular wedding gift.



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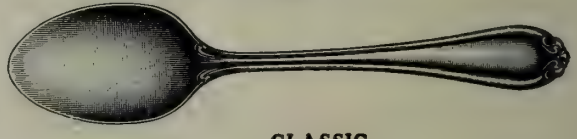
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MONTREAL

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 19, 1915. No. 25

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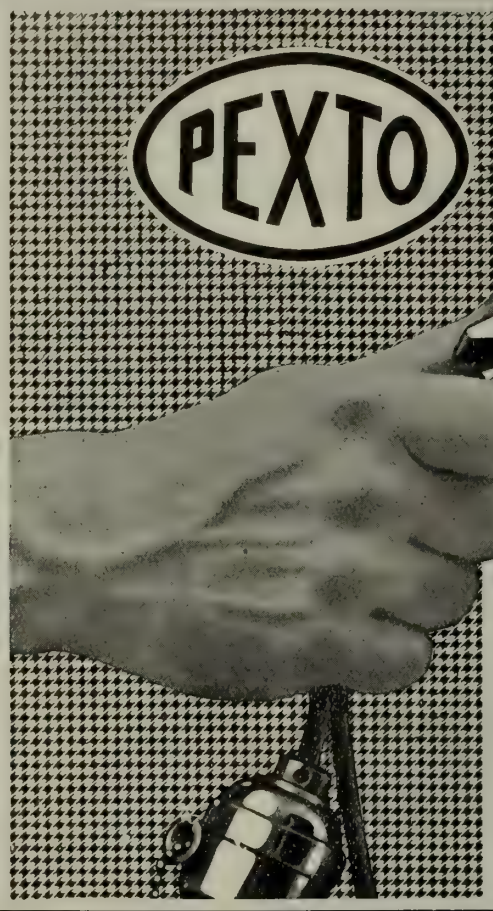
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Is thoroughly and uniformly galvanized. This means uniform wear.

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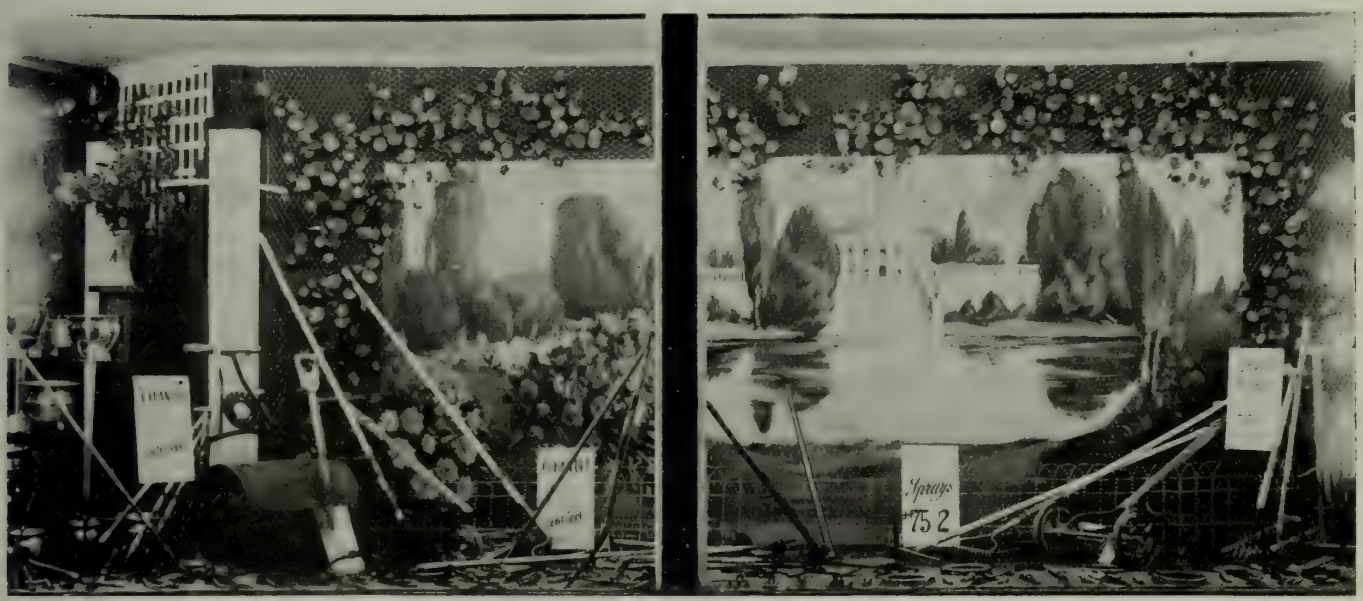
HARDWARE AND METAL

Vol. XXVII. JUNE 19, 1915 No. 25

Neglecting Lawn Tool Business

A Pedlar Sold 60 Lawn Rakes in One Town Where Trade Was Overlooked by the Retail Trade—How Some Merchants are Pushing Lawn Tools — An Excellent Display and How it Was Arranged.

By T. W. JOHNSON.



An excellent display of lawn and garden tools. Novel features are described in the accompanying article.

IN a neat panel, occuping a prominent position in a recent advertisement by a retail hardware firm, featuring, among other lines, lawn and garden tools, the following appeared:

"Folks judge by appearances—they have nothing else to judge by. They will judge the occupants of the house by the way the lawn is kept. A good, fresh clean shave is as important to the home grounds as to the home owner."

The foregoing would undoubtedly cause many people to stop and think—to wonder whether or not they are giving their lawns and home surroundings the care and attention they deserve—to wonder if they could not greatly improve the appearances of the home by keeping the lawns well trimmed, the flower beds in good order, and the edges of the lawn trim and tidy. With the lawn and garden tool line there is a great opportunity for retail hardware merchants to create new business. Just at this time, when nearly all hardware merchants are endeavoring to keep sales up to a high level, and to take advantage of every opportunity to create new business, there is a splendid opportunity for increasing sales in this line alone. There is not a town or city in Canada where you cannot find lawns that could be greatly improved in appearance if their owners would invest in a few modern tools and spend a few hours each week in beautifying the grounds around the home. This is no reflection on the many thousands of beautiful lawns that may be seen in our towns and cities, for it is doubtful if in any country in the world you will find a larger percentage of the population possessing lawns and grounds around their homes than you do in Canada. But the fact remains that the majority of people have not yet been educated to take full advantage of the many modern "helps" that have been developed and perfected in recent years, and in this connection probably no one is more to blame than the retail hardwareman. A pedlar recently visited a town in Ontario and in a week's time sold sixty lawn rakes; more than the three local hardwaremen had sold in ten years. And the funny part of it was that the pedlar sold a rake almost identically the same as a line the hardwaremen all carried. Furthermore, the pedlar secured 25 cents apiece more for the rakes than the hardwaremen were asking for the same product. The hardwaremen complained about the pedlar taking their trade—but who was to blame? In discussing the matter with the hardwaremen, the writer asked them if they had ever had a window display of rakes and

(Continued on page 35.)

Electric Illuminating Devices--Big Sales

How Some Merchants are Cashing in on a Modern Hardware Line—Many Sales are Made Friends of Soldiers — How One Merchant Neglected His Opportunity—Three Attractive Advertisements.

By W. E. HARRISON.

ILLUMINATING devices — what a variety is now being offered to the public. Only a few years ago electric illuminating devices were a side line with a few of the large hardware and sporting goods stores—to-day there are few retail hardware stores that are not handling electric devices in which dry cells are used.

For a long time most electrical devices for illuminating purposes were looked upon as novelties, and while they are still in one sense novelties, it must be admitted that they are now being looked upon as necessities, and they are finding a ready sale when their advantages are shown to the public.

Electric lighting devices have long since passed the experimental stage—at least as far as some of the leading manufacturers are concerned. To-day you can buy lighting devices in many designs, made for use with standard dry cells, safe and dependable.

The Lantern.

Take for instance the electric lantern. It is undoubtedly a wonderful piece of illumination. In producing the modern electric lanterns the makers of the dependable lines have produced an article which has eliminated danger from fire. They have produced lanterns that require no cleaning, need no matches for lighting, and will continue to burn regardless of wind or weather in any place, without causing disagreeable odors or smoke. Compared with oil lanterns the electric are claimed to have the advantages of cleanliness, and that they do not cost any more for fuel than does the oil lantern. For the autoist what could be more convenient than a lantern that can with safety be taken in close proximity to gasoline, or can be used in closely examining any portion of the machinery connected with the auto. The production of a powerful light in safe form, from an ordinary dry cell battery, procurable at almost any hardware store has been one of great accomplishments of modern science.

Much more could be said about the modern electric lantern, but it is only one of the many modern electric lighting devices which have been developed and perfected during recent years.

Another line, flashlights, have been on the market to some extent for some years, but it is only within the past three or four years that the great possibilities of this line have been recognized. Flashlights are made in a large variety of sizes and shapes. They are sold at various prices according to design, finish, etc. There are tubular flashlights; miners' tubular flashlights; vest and coat pocket flashlights; revolver flashlights and many others.



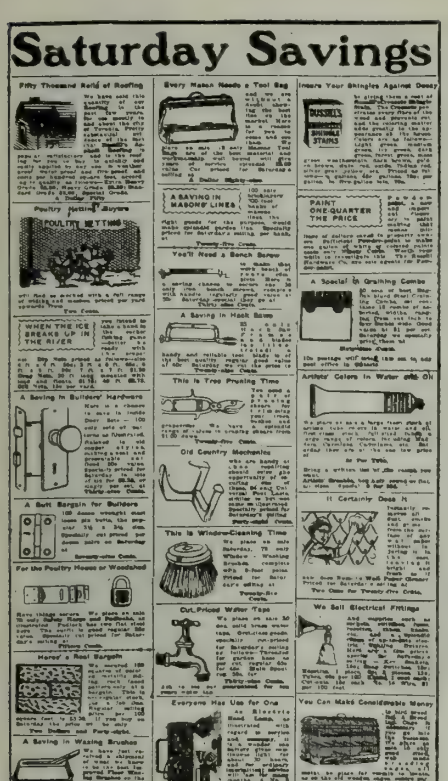
Reproduction of advertisement by T. McAvity & Sons, Ltd., St. John, N.B., featuring electric flashlights.

One Merchant's Experience.

Some years ago before the real value of the flashlight was generally known and before they were perfected and standardized as they are to-day, a retail hardware merchant in an Ontario city was induced by a specialty traveler to place in stock six tubular flashlights. Dry cells in those days were not stocked as they are to-day and the traveler sent along six dry cells for use with the flashlights. The new line was looked upon as a "fad line," and the merchant began to feel that he had been "stung as usual." The only person of those who saw the flashlights and who realized their usefulness was a hotelkeeper who bought a flashlight to use in the bar "after hours." The balance of the stock was placed in a drawer out-of-sight and remained there. As is often the case with some new lines the goods were not shown to customers and therefore did not sell. In time the dry cells became useless—one or two had in the meantime been sold to the hotel keeper —and the hardware merchant and his clerks were firmly convinced that electric flashlights were not a hardware line. That was some years ago. To-day the same hardware merchant, who during recent years has greatly improved his selling organization carries a very complete line of electric illuminating devices—in fact the line is making big profits for him. Not only does he sell a great many flashlights, lanterns, etc., but he now has a large demand for dry cells, from people who have purchased illuminating devices during the past two years.

Flashlights for Soldiers.

Since the first of August last year when the deplorable war broke out, many thousands of soldiers from all parts of Canada have taken up arms to assist the Motherland. Ever since the period of enlistment started, there have been presentations by the thousands.



Reproduction of advertisement by the Russill Hardware Co., Toronto, featuring seasonable goods, including electric hand lamps.

Nearly all persons who had a soldier-friend going to the front wanted to shower him with gifts—and the practice is still going on.

Wrist watches, pocket cameras, pocket cutlery, razors, and many other gifts were purchased and presented in huge numbers. But there is one line that sold and is selling like "hot cakes" to people who want to make gifts to the soldiers—that line is flashlights. Thousands of flashlights have been carried out of Canada by soldiers who have gone to the front—many more will be needed. One merchant who has so far sold many dozens of flashlights states that when enlistment began, many customers entered his store and asked the question, "What have you got that will make a suitable gift for a soldier?" For some days the merchant and his clerks suggested pocket knives, razors and a few other small items. Suddenly the thought struck him that nothing could be more acceptable than a pocket flashlight. Think of the many occasions on which the soldier could use a pocket flashlight. The stock was brought out and displayed in the show window with a neat show card as follows:—"For the soldier, nothing is more acceptable than a pocket flashlight, safe, dependable, indispensable." The idea took splendidly. The line was displayed and advertised as a gift line for soldiers and it certainly became popular. The merchant has not only sold many flashlights since August 1st last, but he is still selling them.

For the Cyclist.

For the bicycle rider you can sell electric bicycle lamps. They are made in a variety of styles, and at various prices. This style of flashlight is being sold successfully by a great many merchants. There are also special lamps for motor cycles, and every hardwareman knows that the number of motor cycles in Canada is increasing at a very rapid rate each succeeding year.

Other Lines.

Many other lines of electric lighted goods are now being sold. They include electric lighted alarm clocks; watch holders; candlesticks, and numerous other ornamental and useful novelties.

For the Autoist.

The advent of modern electric illuminating devices has been a great boon to the autoist. There are approximately 80,000 autos in use in Canada, and the number is increasing at a very rapid rate. Every auto owner is a prospective purchaser of one or more illuminating devices.

Inspection and trouble lamps, combination dash and trouble lamps, dash lamps, hand lamps, flashlights and many other other styles may be sold to the autoist.

Auto owners are not all found in the cities by any means. Reference to the automobile license directories indicates that thousands of auto owners are found in the small towns and rural communities.

The Farmers' Trade.

The farmer is also a good prospect. Many lanterns and flashlights suitable for use by farmers have been developed and are now procurable.

Taken all round electric illuminating devices are an excellent line to sell. There appears to be an unlimited field for the sale of these goods and there is always a large amount of repeat business in supplying dry cells.

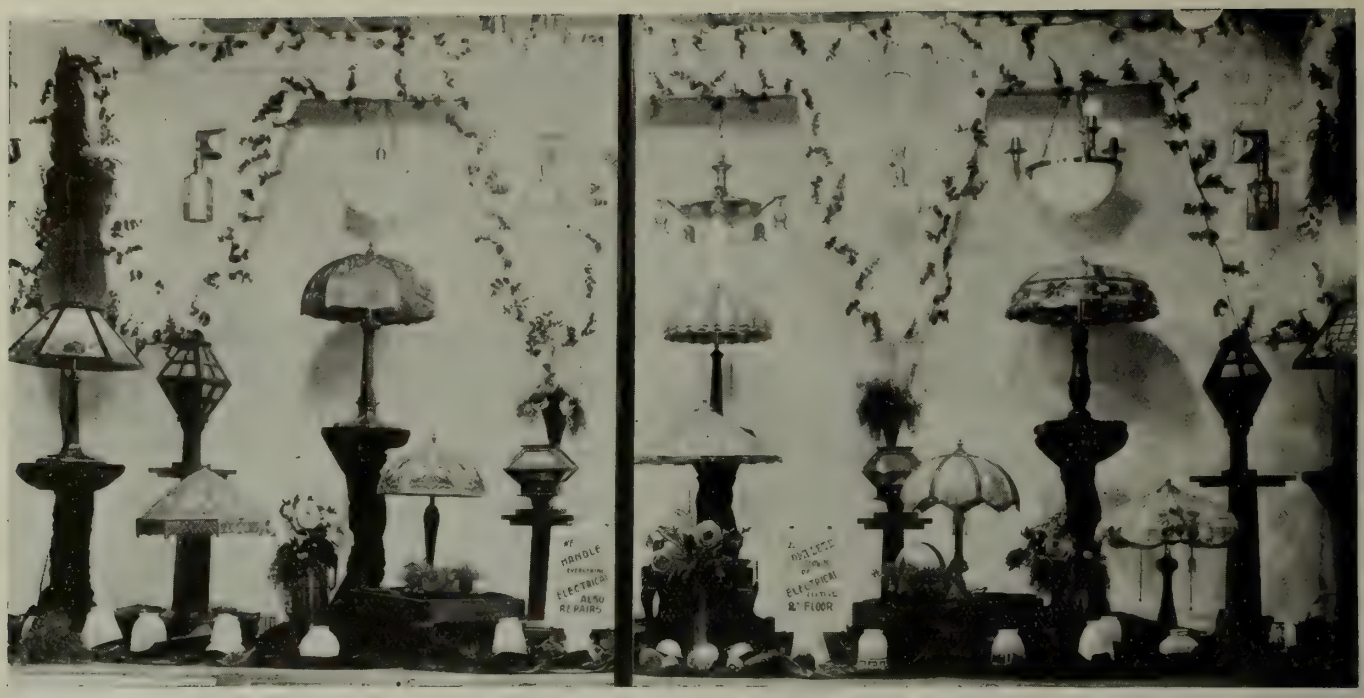
PROSPECTIVE PURCHASERS OF ELECTRIC ILLUMINATING DEVICES.

Farmers	*Storekeepers*
Hunters	*Bank Employees*
Trappers	*Miners*
Autoists	*Campers*
Physicians	*Fishermen*
Deliverymen	*Boatmen*
Railroad Men	*Canoeists*
Watchmen	*Plumbers*
Soldiers	*Policemen*
Electricians	*Firemen*
Garage Owners	*Housekeepers*
Inspectors	*Hotelmen.*
Photographers	*Meter Readers.*



Reproduction of advertisement by Mills Hardware Co., Hamilton, featuring many seasonable lines including flashlights and dry cells.

Accompanying this article are three reproductions of advertisements by Canadian retail hardware merchants, who sell electric illuminating devices. The ad. of McAvity & Sons, Ltd., St. John, N.B., shows a big range of flashlight lamps, etc. In the Russill Hardware Co. advertisement one electric lantern is featured. In the Mills Hardware Co. advertisement an electric lantern and dry cells are featured.



A well-arranged display of table lamps, Tungsten lamps and electrical goods—There are several good ideas in this window that can be used by window-trimmers when arranging displays of electric lighting devices.

Good Sale for Table Lamps

Western Retailer Gives His Experiences in Selling Electric Table Lamps — How the Window Displays Assist in Making Sales—Lamps Carry a Good Profit.

By a Western Canada Retailer.

THE hardware merchant of to-day is ever on the look-out for new goods, new ideas, new methods, and if he will be successful in his business he must necessarily be on the look-out all the time. We have arrived at a stage when we must use a certain amount of diplomacy regarding the goods we handle. We sometimes think that certain goods would not sell; then there are lines that we would like to handle, only we are afraid of trespassing on some other fellow's business. I have often heard this thing discussed in regard to barber supplies, the drug store and the hardware store. Why should hardware merchants handle those things, and so on? It is an old story now, and will continue on the same lines for a good many years to come. The saying that "competition is the life of trade" is correct, and we find that out every day of our lives.

During the last few years a good proposition has entered the hardware business in the shape of electrical goods.

I know of certain hardware merchants who run special electrical departments in connection with their hardware businesses. By this I mean installation of fixtures, motors, elevators, etc., but a great many hardwaremen are not at present in a position to look after that kind of business. There is, however, one class of the electrical business that practically every hardware merchant who is in a town or city where electric light is available has an opportunity of securing, and that is the trade in electric irons, toasters, stoves, and all the other electrical appliances which have taken such a hold on the public in recent years.

There is another stage in the selling game which is assuming large proportions, and it will be well for the merchant who is in on this thing to watch the development.

We are, as you are no doubt aware, living in an electrical age, and people sem to buy everything that can be used with electricity. The cry for modern homes has grown to such an extent that people are not content unless they have the latest and most up-to-date appliances and conveniences in their homes. Among these conveniences is the electrical table lamp or desk lamp.

This business has assumed big proportions in the last few years, and is going to be even greater in the days to come. To link the electrical table lamp with the appliances is good business. Having had considerable experience in this line, I can speak confidently, knowing the possibilities that this class of business affords.

The electric table lamp as a rule is in itself an ornament, and appeals strongly to the ladies. In my experience I have had most of my dealings with the ladies in selling lamps of this nature. They know how they would like to see their home arranged, and they also know the kind of a lamp that would go well with the furnishings in the home. It is well, therefore, to cater to the ladies in this particular line. The various designs that can be bought are unlimited; but for the hardware merchant it is advisable to buy only one of each line, as the ladies like to be exclusive, whether it be in a hat, dress or table lamp. They like to have the **only one.** Electric table lamps make good big profits for the dealer; seldom do we get less than 50 to 100 per cent. profit on a sale.

The breakage is practically nil, as most of the lamps are packed in take-down style. At this season of the year I find it to our advantage to make special displays of electrical lamps and have always found them very beneficial

to our business. I have often been besieged with the question: "What should I give to a couple who are going to be married?" I have talked cut glass, cutlery, refrigerators, stoves and everything else in the hardware catalogue, and when I have named all the everyday articles I could think of, I have suggested a nice table lamp. Invariably it has proved the right suggestion for a hard-to-suit customer. It appeals to every person. The average hardware salesman when asked for a suggestion for a gift will usually suggest a set of carvers, or something along that line. If you sell fancy table lamps, just try your customer the next time you have the opportunity with that suggestion. Press this thought home with a prospective customer—that an electric table lamp is both useful and ornamental. A well-spread table always looks more cheerful with a nice lamp to light up the scene. For reading purposes the table lamp is so much easier on a person's eyes, that it is almost necessary to have a lamp of this nature in the home. When not in use it still remains an ornament. Many of the designs that have recently been developed in electrical lamps are exquisite. Many beautiful designs have come out recently in mission effect to correspond with the mission and fumed oak furniture that has made its way into many homes in the last year or two. The hardware merchant who has a stock of these lamps would do himself and his customers a good turn if he would during the summer months make a display of electric lamps occasionally. The young married couples as well as the older folks are always on the look out for something for the home, and even if they are not able to purchase at the time your display appears, they will always remember where they saw a certain style of lamp that they desired. I have had one experience of this nature happen when we were not making a special display of the lamps, but had a very nice one in the window to finish off a display of casseroles. We had the casseroles displayed on pedestals and slabs, and the centre of the window was arranged in such a way that we could display all the small casseroles without the larger ones hiding them. In the centre of the casseroles the window trimmer placed the lamps. The lamp was placed there to brighten up the surroundings, and was not intended to be part of the display in the selling sense of the word.

It eventually proved to be a sale, made from that display. A lady came into the store more than two months after and asked one of the salesmen if we had a certain lamp that had been in the window some time ago.

He could not help her very much, so he went and asked the window trimmer. He knew the moment she mentioned the casseroles the lamp she had in mind. I think it took the window trimmer about three minutes to sell that lamp and give her a receipt for $13.50, the price of the lamp.

It isn't always the results you get from the display at the time it is in your window that count. People never seem to forget a good window display, and when they want an article in that particular line they will be sure to remember where they saw the goods displayed. The very nature of the designs and shapes of the electric stand lamps lend themselves to good displays, and I have seen several good displays made with this class of goods.

A nice clean window with a good assortment of stand lamps, each one lighted, makes a very beautiful display. The hardware merchant has just as good a chance to display and sell these goods as the electrical store, and probably better.

Most of the wholesale hardware houses devote a part of the catalogue to these goods, and in ordering from the wholesale house it eliminates to a certain extent the danger of overstocking. Around Christmas time is a good season to display this line of goods. Use them in connection with your regular displays, and, as they are more or less artistic in themselves, you will find that they put a life into your displays.

And then, again, at this particular season of the year you have a bigger scope for making sales than during the summer months. Some people do not care to pay a big price for a Christmas present, but you will find a certain class of people who will buy good presents and pay a fair price. These are the people who make it possible for the merchant to stock electric goods. Whether the gift be for father, mother, sister or brother, a reading lamp is always most acceptable. Always make it clear that it is a thing that can be used every day in the year. If it is not lighted it is there as a thing of beauty. Most people would use a set of carvers just when they had a roast or fowl, but we don't care as a rule for roasts or fowl every day, so the carvers are put away in the case until needed. The fancy box of fruit knives are used when we have company, and the cut glass is used on special occasions only; but a reading lamp is there all the time, and the memory of the gift and who gave it is always fresh. In connection with special displays for these goods it would be to the benefit of the merchant to have the lamps displayed on show cases in the store. If convenient, a cord can be extended to the show case and the lamps lighted during busy periods. You will notice a marked improvement in the appearance of your display. There is a touch of refinement about a nice lamp that is not obtainable from other sources, and lamps well placed through the store will give your store an attractive appearance.

I have often found in our own business that sales have been made directly from this idea of display. Use and display lamps wherever possible, and I don't hesitate in saying that you will be surprised at the results you obtain.

NEGLECTING LAWN TOOL BUSINESS.

(Continued from page 31.)

lawn tools or advertised them in season in the newspapers. Of the three hardwaremen not one could say that he had ever made a special feature of lawn tools or brought them to the attention of the public. Here were three hardwaremen who took it for granted that if the people in town wanted lawn tools they would go to the hardware store and ask for them. I feel sure that if a pedlar went into that town and peddled lawn sprinklers, turf edgers, hedge shears, grass shears, or any of fifty other articles used around the grounds of a home, he could do a big business. Why could he? Because he would show the goods. Pedlars do not hide the goods under counters or in the back of a store, or under the cover of a wagon. They show the goods and explain their uses—and this is where some hardwaremen seem to fall down. But there are other hardwaremen who push the lawn and garden tool line very hard during the summer season. They know that if you get one of your customers taking a pride in his home surroundings, you are cultivating a good and permanent customer, who will buy not only lawn tools, but paint, fencing and an endless list of other hardware goods.

Accompanying this article is an excellent window display of lawn tools. This display was arranged for a Western Canada hardware firm, and window trimmers can secure many ideas from this window. The scenic background, showing a country home with a lake in front, and trees, shrubbery and a lawn in the foreground, was surrounded by poultry netting, on which were nasturtium vines. The bottom of the window at the rear was covered with green crepe paper, while the front had a coating of sand. About a foot from the back of the window a piece of lawn fencing was stretched across the full width of the window. This made a splendid setting for the display of lawn and garden tools, which are shown in the front of the window, and include lawn rakes, rollers, turf edgers, forks, spades, hose, lawn mowers, shears, sprinklers, nozzles, hedge shears, and

(Continued on page 54.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 19, 1915 No. 25

THE SAD PART of it is that the pessimists never enlist.

* * *

THE MAN who thinks it first is not so great as the man who does it first.

* * *

COURTESY IS A necessary attribute to any one dealing with the public.

* * *

ADVERTISING THAT establishes good-will and confidence is the kind that builds for the future.

* * *

NOW IS THE time to figure ahead on your recreation this year—what about the weekly half-holiday?

* * *

THAT "COMPETITION is the life of trade" is an old saying which very often appears in the light of a fallacy. Competition is a good thing to a certain extent; when it goes beyond that stage, it becomes ruinous to all concerned.

Electrical Goods

NOT many years ago, electricity meant only light—to-day electricity means a great deal more than light — it also means heat and power. Manufacturers of electrical appliances have not been slow in developing modern appliances adaptable for household use, and the public has not been slow to realize the many advantages to be gained by using these appliances in connection with household and other duties. Electricity will do the sweeping, washing, cooking, lighting, ironing, toasting, and many other things. Electricity will run motors big and little. It will run the vacuum cleaner in the home or it can be used to operate the machinery in our largest factories. Electricity has really developed into a servant. And with the development of electric illuminating devices and electric appliances, a splendid new trade avenue has been opened up for the retail hardwareman. Electrical devices and appliances are finding a ready distribution through the retail channels of the Canadian hardware trade. It is doubtful if the hardware business—old as it is—has ever seen a line with greater possibilities. Despite the fact that many thousands of devices and appliances have already been sold, the line is still in its infancy, and as time goes on and new products are developed to meet the needs of the expectant public, the hardware merchant who follows the development of electrical goods and sells the new lines as they are produced, will reap a rich harvest of sales and good profits. And one of the best ways to keep in touch with new developments is to watch the advertising pages of Hardware and Metal, where the advertisements and suggestions of reliable manufacturers will be found.

Lead and Spelter

THE unsettled and unparalleled condition of lead and spelter are still creating havoc in the hardware trade and causing sudden and startling price changes. Considerable space in last week's issue of Hardware and Metal was given to the spelter situation and all phases were gone into at considerable length. The American Metal Market this week sounds a note of warning in connection with lead and spelter in an editorial which says in part:

"The sensational rise that has taken place in spelter and lead, the rise in the former being 16c per pound within three months and in the case of the latter from 4.20c to 7.50c within three weeks, finds no explanation in the increased demand for war munitions or exports of the metal, nor in the trade speculation that has attended the latter article during the past two weeks. Neither can it be laid to any reduced output. As a matter of fact, since this advance has commenced there has been a very large increase in output. In the case of spelter, the production which was 380,000 tons last year is now proceeding at the rate of 500,000 tons, and while the output of lead is not as well known, the independent plants have certainly increased their output at the rate of 25% in the past few months, which is quite natural to take advantage of the enormous profits which present prices afford and which are beyond the dreams of avarice. No such advance could have taken place without extraordinary and enormous purchases. Who have been the buyers, and why?

"We have good reason for believing that there has been enormous buying of spelter and lead by a *coterie* of individuals not connected with the metal trade, but closely connected with large German financial interests, and that their operations are being conducted from New York. We understand that the orders emanating from this *coterie* have been distributed through second and third hands to disguise the operations, to give the impression that they are from various quarters in connection with war orders and for export. We also believe that some prominent interests in the metal trade who have the selling of a considerable proportion of the American production

of spelter and also large sellers of lead, have lately had their suspicions aroused, and have in the past few days been closely examining the orders tendered them, and are now declining to sell except where they are positively certain the material is for consumption for American industrial purposes for home use, or else to be put into materials to be made in this country as in the case of ammunition.

On paper these purchases show sensational profits, but they are only on paper, and unless the production of these metals is to be curtailed they are sure to show a heavy loss to the manipulators, as an enormous increase in production is certain as a result of the profits to producers at present prices. Still if these purchases result in retarding the supply of these metals (spelter and lead) for war munitions, the final loss that may follow will be as nothing to the results they may accomplish if the object for which they have been made, has been to interfere with output of ammunition. Since Germany finds she cannot stop shipments from America of said ammunition, she may be endeavoring to harass the makers of ammunition by cornering the raw supplies.

If our view is correct, both spelter and lead are in a dangerous position at present prices, and the trade cannot say they have not been warned."

Canada's Crops

A PRESS bulletin issued by the Census and Statistics Office, Ottawa, is of special interest as giving the preliminary estimate of the area sown to grain crops in Canada for the present season and the condition of these crops on May 31, as reported by correspondents. The reports received show that in the Maritime provinces, cold and rainy weather, during May, delayed farm work, and at the end of the month a good deal of seeding had still to be completed. In Quebec and Ontario, cold winds and frost, coming after the exceptionally warm weather of April, retarded growth. In these provinces the frosts injured pastures, but did little damage to grain crops. In the North-west provinces growth was checked somewhat by cold and frosty nights, but, on the whole, conditions continue to be favorable.

Wheat is estimated to occupy this year a total area of 12,896,000 acres, which is more by 1,662,500 acres, or 14.8 p.c., than the area sown for 1914, and more by 2,602,100 acres, or 25 p.c., than the area harvested in 1914. Not only is the wheat area this year, under the double stimulus of patriotic impulse and high prices, 25 p.c. in excess of last year's harvested area; but it is also the largest area ever sown to wheat in Canada. The area to be harvested of fall sown wheat is 1,208,700 acres, the balance of 11,687,300 acres having been sown this spring. Whilst every province shows an increase in the wheat area it is the three North-west provinces which preponderate in the national effort to produce more wheat.

Oats are estimated to occupy a total area in Canada of 11,427,000 acres, an increase over last year's harvested area of 1,365,500 acres, or 13 p.c.; barley, 1,518,400 acres, as compared with 1,495,600 acres last year; rye, 106,440 acres, against 111,280 acres; peas, 189,470 acres, compared with 205,950 acres; mixed grains, 453,000 acres, against 463,300 acres; hay and clover, 7,788,400 acres, against 7,997,000 acres, and alfalfa, 94,480 acres, against 90,385 acres.

Meeting Obligations

A NUMBER of manufacturers and wholesalers have drawn attention to the failure on the part of some retailers to deal in a judicious manner with drafts that are presented to them. By this it is not meant that they do not meet them. That is implied in the point taken, but this is not the main complaint. It is the carelessness, shall we call it, or neglect or disregard of their commercial reputation which seems to be at the bottom of the attitude, or lack of attitude, of some merchants, particularly at the present time. Some supply houses have been more or less accustomed to wait a little longer than usual for the payment of some of their accounts since the War began, and collections have not been up to the mark. But it is the manner of dealing with these obligations to which objection is taken, and rightly so. There are some cases where a draft will be sent to the retailer and where it will be refused without any explanation or any promise as to future payment. Surely this is bad business and an action which will seriously injure the credit of the retailer. The supply houses, for the most part, have shown themselves very reasonable under present conditions but the least that is due them if payment cannot be made, is that the failure to do so should not be passed over in silence, but an explanation and some information given as to when the creditor will be likely to meet his obligation.

The result of this would be, in the majority of cases, that the manufacturer would retain his respect and faith in the retailer and the latter's credit would not be impaired. The difficulties under which most merchants are laboring now are recognized, and at no time is the element of courtesy and of candor in the relations between the creditor and the debtor more advisable. Letting a draft go by default is the worst kind of practice. The inevitable result is to stiffen the resolution of the wholesaler to cut down on the credit he is giving, and the retailer will be the loser.

Work of the Trade Newspapers.

THE work of the trade newspapers of Canada, and the part they are playing in the matter of boosting business—and particularly the trade newspapers published by the MacLean Publishing Co—is emphasized in the following extract taken from an address by Lorne A. Eedy, proprietor and editor of the St. Marys Journal, St. Marys, Ont., given before a recent convention of weekly newspaper men:—

> "The trade newspapers of Canada are doing a very great deal to encourage the local retailers to advertise and to advertise intelligently in the country weekly. Their departments on retail advertising have many good practical ideas both for the country merchant and the country publisher. For the more progressive weeklies which "sell copy" the sample Ads. published in the excellent MacLean papers are most valuable."

This is just another evidence of the important ad-suggestion services Hardware and Metal is giving its readers. It might also be mentioned that Hardware and Metal is the only Canadian trade paper, conducting an up-to-date electro service department for the benefit of readers.



What Other Hardwaremen Do

Halifax, N.S., is to have a branch of the Retail Merchants' Association of Canada.

* * *

Sumner Co., Moncton, N.B., won first prize in the Philadelphia Made Hardware contest.

* * *

J. B. Stallwood, hardware merchant, Maryfield, Sask., is an issuer of marriage licenses.

* * *

Ingram & Davey, Ltd., St. Thomas, have sold eight carloads of wire fencing since the first of the year.

* * *

The Smith Foundry Co., Fredericton, N.B., has received an order for war munitions from the British War Office to the value of $125,000.

* * *

The Purdom Hardware Co., London, Ont., and the Mills Hardware Co., Hamilton, Ont., have recently added automobile delivery services. Deliveries are made on schedule time to various sections of the city.

* * *

A great many people were attracted to the window of the Hubbell Hardware Store, Thamesville, by a display of curiosities which Orval Hubbell received from his brother Earle, who is serving his country at the front.

* * *

The George Taylor Hardware Co., Ltd., Cobalt, last week advertised, as a special for Saturday only: Wall paper remnants, from 6 to 10 rolls, some with borders. 27 cents each. The north window of the store contained a large showing of goods specially priced for Saturday selling.

FREE GIFT SALE.

The Rogers Hardware Co., Charlottetown, is conducting a free gift sale, and large space is being used in the newspapers featuring the goods on sale, and in each instance quoting the price. A souvenir spoon is given free to persons purchasing goods to the value of $1 or over. In one of the advertisements which is illustrated with cuts and occupies space four columns wide and the full length of the page, the firm makes the following announcement and offer:

Hardware and Metal requests retail hardwaremen to send in copies of their newspaper advertisements, circulars, catalogues or other advertising matter which they may issue from time to time. Please address all matter to Hardware and Metal, 143-153 University Ave., Toronto.

Free Gift Sale.

"It isn't very often that you hear of a sale of this kind. Usually you are asked to pay full price for the articles listed in this ad, but beginning to-morrow and continuing for one week, we are going to offer some items from our splendid stock of household hardware.

"Compare these prices with any local or foreign catalogue in your possession, and you will be convinced that our goods cannot be beaten in quality and price."

Beautiful Souvenir Spoons Given Free.

"Just think of it: A Silver Plated Souvenir Spoon given free to persons purchasing goods to the value of $1.00 or over. Each spoon is wrapped in the Manufacturer's certificate of guarantee, which absolutely warrants satisfaction to the user. These souvenir spoons sell everywhere for 25c each, but we are making the above special offer for this sale. The following is a list of the present great war heroes, of which the above spoons are souvenirs:

"Kitchener, Roberts, Beatty, Joffre, Fisher, French, and the P. E. Island Coat-of-Arms."

The goods offered for sale are on display in the four show windows of the Rogers store.

YOUR GOOD WILL.

In a recent 3-col. ad., full page length, the Mills Hardware Co., Hamilton, ran in a panel in the upper portion of the advertisement the following:

YOUR GOOD WILL.

"We are not receiving any complaints. Every customer seems perfectly satisfied. It looks as if our efforts to make you feel at home in our stores and to render you a service that is not surpassed, or even equaled, in Hamilton, were meeting with gratifying success.

"But we want to make sure. Will you help us with your suggestions? Will you let us know if there is any point we have overlooked that would add to your convenience? We have your good will; our growing business proves that. It is invaluable to us and we wish to do everything possible to augment and cement it."

The advertisement was splendidly set up and illustrations were shown of a great many seasonable lines. Prices were quoted in each instance.

39 AT FRONT FROM McAVITY & SONS.

Since the outbreak of war there have been several lists published, showing the large representaton from hardware houses offering for service overseas. The honor roll has been commendable, and while several such have been published in Hardware and Metal, what is probably a record for Eastern Canada at least is that containing the names of those who have joined the colors from the offices, stores, and shops of T. McAvity & Sons, Ltd., St. John.

The list numbers 39 names, and includes the following: Lieut. Col. J. L. McAvity, Major T. Malcolm McAvity, Capt. Ronald A. McAvity, Lieut. P. D. McAvity, Major C. I. Dunfield, Fenwick Tait, John Varnon, James Telfer, John K. Yrifts, Vincent Lee, Daniel Oram, Gustave Salamson, Alex. Nesbitt, Fred Marshall, Wm. Scribner, Chas. Noddin, Albert V. Sowery, Wm. Smith, George North, George Spinney, George McNutt, Chester B. McBay, George Kelley, Louis

Gallagher, Anthony Howe, Frank J. Murphy, Ernest Jenkins, Harold Duplissea, Fred B. Campbell, W. R. Allan, Arthur Crayton, Lloyd Bradshaw, J. T. Davidson, Harry Bibson, B. H. Colpitts, C. Allen Coster, Edgar Brown and William Burton.

* * *

TEST SELLING CASE.

Stratford, Ont.—A fine point of law arose when a representative of an oil company was charged in the police court with selling oil without a license. The defendant's counsel contended that though the former sold oil direct to citizens from a car in the local railway yards, he was only filling orders taken by an advance agent, and that this does not constitute "sale" under the transient traders' act. The case was adjourned until July 2 to clear up, if possible, the knotty point. This is a test case, as the same method was followed by the company at many points in Ontario.

* * *

KEEP CANADIAN FACTORIES HUMMING SALE.

Toronto's big department stores are not the only ones running special sales to keep Canadian factories busy. On Friday and Saturday of last week, W. Magladeny, hardware merchant, New Liskeard, ran a special sale, that was advertised in the newspapers as follows:

FOR FRIDAY AND SATURDAY ..

We have arranged with the manufacturers of Graniteware to put on a

KEEP CANADIAN FACTORIES HUMMING SALE.

Come early and get first choice, as these prices are made to sell the goods.

No. 10 Good old Gray Dish Pan.....30c
" 14 " " " 35c
" 17 " " " 40c
" 20 " " Preserving Kettle 15c
" 24 " " " " 20c
" 28 " " " " 30c
" 30 " " " " 35c
" 34 " " " " 40c
" 53 " " Double Boiler .. 50c
" 20 " " Sauce Pan 15c
" 24 " " " " 20c
" 1 " " Pudding Pan 8c
" 2 " " " 12c
" 20 " " Chambers 25c
" 30 " " Wash Basins ...15c
" 110 " " Water Pails 45c
" 1 " " Dipper ... .15c
" 9 " " Pie Plate 8c
" 10 " " " 9c
" 10 " " Cups 9c
10 qt. Tin Milk Pail 14c

Buy only Canadian Made Goods and keep the money in our own country.

New Liskeard. W. Magladeny.
Phone 11.

Talking Points from Hardware Ads

A CLEAN-SHAVEN LAWN—Folks judge by appearances—they have nothing else to judge by. They will judge the occupants of a house by the way the lawn is kept. A good, fresh, clean shave is as important to the home grounds as to the home owner. Our "Lawn Shavers" are made by the largest lawn mower firm in Canada. The three-blade machines are $3.50, $4.00 *and* $4.50, *and the four-blade machines* $5.00, $5.50, $6.00 *and* $6.50. *P.S.—We keep shavers for men folks too; both the "Safety First" and the other kind.—Mills Hardware Co., Hamilton, Ont.*

REFRIGERATORS—The souring of milk over night, or the spoiling of foods set aside for another day will surely convince you that now is the time to purchase that refrigerator. We have in stock a size convenient for the smallest family or one capable of looking after the requirements of a large family and as prices range accordingly, we can guarantee you a satisfaction in price and size that is difficult to obtain elsewhere.—George Taylor Hardware Co., Cobalt.

"SWAT THE FLY"—"Swat the Fly" for which we have the proper style swatter at 5 *and* 10c *each, but much of this swatting is unnecessary, if at a small cost, you provide your doors and windows with proper screens. Our doors are well made, of selected clear pine. We carry in stock all the common sizes in each style of door. You have the advantage of a large range of styles to select from. Only two styles of ten being shown here. Prices in every case are for doors complete with spring hinges, pull and hook. The hinges are the best screen door spring hinge on the market. Ask for folder showing cuts of different styles.—Martindale & Co., Alliston, Ont.*

WEDDING GIFTS—Most every day is someone's wedding day. You who are interested in some particular wedding day in early June will do well to pay a visit here.

We are showing a fine collection of suitable and appropriate articles in Silverware, Brassware, Copper and Nickel-Platedware, Cutlery, etc.—Ingram & Davey, St. Thomas, Ont.

WHY WASTE FUEL and heat the house to a high temperature and tire yourself out doing your ironing when you can buy a———Electric Iron for $3.50, *with a guarantee for* 10 *years? Use it for* 30 *days, if not entirely satisfactory, return it and get your money back.—J. B. Ross, Oshawa, Ont.*

BINDER TWINE prices have already advanced since the first orders for the season's requirements were placed by dealers. The probabilities are that there will be a further advance in prices in the near future. Farmers will do well to place orders early, thereby making sure of a supply of twine at the lowest prices going.

In view of this we will take orders for twine up to June 15th, *at the following prices.—Wm. Chalmers, Deloraine, Man.*

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—As We See It—Customer First-Always.

AS WE SEE IT.

From McClary's Wireless.

SOMETHING seems to have started us meditating upon the subject of price-cutting. And in connection with it there are lots of things we can think—and say—if you will lend us your ear; but what we fail utterly to figure out is any adequate answer to our own questions: "What possible advantage does a tradesman derive from a course of price cutting? Why does he do it?" What's the answer?

Now, as we see it, the idea works out like this:

Suppose, as an instance, a tradesman buys a certain line of goods, the ultimate cost of which to him is $2.60 each. He adds 15 per cent., selling the article at $3.00. If his sales numbered 1000 a year, this would give him a gross profit of $400.00.

But some day this tradesman takes out his pencil and discovers with a very little figuring that if he were to sell double the quantity at $2.80, instead of $3.00, his profit would still be $400.00. And he thinks that the reduced price would, very likely, double the volume of his sales; so he reduces it. And allowing that he is correct in his hypothesis and that he does double the number of his sales, and does realize the original amount of profit, he is still at a decided disadvantage; because, to double one's turn-over entails approximately twice the original expense of handling and storing, with something of cost added, for the additional capital required. So that while the gross profits would total the same as in selling at the higher price, the net profits would be very considerably reduced.

But how often does any reasonably possible cut in price double volume of sales? Ah! there's the pinch. Not often, we wager! Because for one thing, price-cutting is as contagious as German measles; there is a case of it here to-day; to-morrow there is another across the street and two more down the block; and next day the city has an epidemic of it, and the result is that trade continues to flow through exactly the same channels as before. There may be a little more of it—a reduced price will stimulate buying to some extent; but the increase so realized is, comparatively speaking, small—not at all commensurate with the sacrifice necessary to secure it.

And another point is this, that a price-cutting campaign once started, is like a runaway horse; you have no idea where it is going to end up, but you can be jolly well sure that before it is stopped, something is going to be smashed and someone hurt.

In our own city one line of trade was not long ago started on a price-cutting war; and just the other day we noticed the advertisement of one dealer in that line which read:

"No other dealer will dare to sell at these prices."

And in view of the fact that he was offering at 86 cents an article regularly listed at $1.50, and for which 99 per cent. of the purchasers would be quite willing to pay that figure, his contention seemed indisputably correct.

It reminded us forcibly of a story we once read of two little boys who were left to amuse themselves at a window while they waited for their mother. When the mother returned, there was only one of them at the window, and asked where his brother was, he explained, "Well, you see, we were playing who could lean out the farthest, and Willie won!"

It is just so with the game of price-cutting the only way to win is to go over the edge and get smashed.

Price-cutting means a war which one dealer declares upon another, when he becomes jealous of his commercial success or—not ambitious (which is good), but covetous (which is bad) of more trade territory. And the results are much the same and proportionately just as disastrous as in any larger war of nation upon nation; both lose incalculable benefits, exhaust their resources and gain little or no real advantage.

Again the questions—"What possible advantage? Why do it?" What is your answer?

* * *

CUSTOMER FIRST—ALWAYS.

From American Artisan.

IT is worthy of more than special notice that the mercantile concerns which have made the greatest progress during the past thirty years are those who have been most liberal in their relations with those who buy from them.

The old adage, "The Customer is Always Right," which is credited to the late Marshall Field, is one of the rules now recognized in more or less strict manner by practically every retail merchant who claims to operate his business on modern principles, and although this principle may at fist glance seem to work against the interests of the merchant, because unscrupulous customers may take undue advantage of the liberal policy based upon this rule, it has been the experience of every one who has watched the progress of those who adhere to that principle, that they have prospered and advanced far quicker than have those who are not so liberal.

The following statement taken from an advertisement of one of the greatest retail clothing stores—if not the greatest—in the country may well be taken as a guide line for retail hardware dealers who have a sincere desire to fill their position as distributors in the most efficient manner in their particular locality:

"In the year to come we have set our course straight ahead—unwaveringly will we follow those precepts of merchandising which concern themselves with the principle of 'Customer First.'

"We shall continue to conserve your interests, preserve your confidence and deserve your patronage. The word serve works itself into several parts of our business beliefs."

Junior Clerk's Page

Clerks and Show Windows

Good Windows are Developing Faster Than Good Window Trimmers—Many Opportunities—The Junior Clerk Should Study Window Trimming.

"I WOULD like to get in touch with a good hardware clerk—preferably one who can trim the windows." The foregoing is often heard. A great many hardware merchants when looking for new clerks ask for those who can trim the windows. Nearly every retail firm to-day realizes that the window if properly looked after is a splendid business-puller—and every junior clerk should gather as much information as he possibly can about the art of window-trimming. If you do not have an opportunity of dressing the windows in the store where you are employed, study the methods of the man who does the window trimming. You can pick up new ideas every time the window display is changed. Follow the trade journals. Watch for the many excellent reproductions of splendid displays that appear in Hardware and Metal. If convenient, for you to do so, keep a scrap book of window displays that appear in this paper. They can be referred to at a later date when you have charge of the window trimming, and when you need ideas for seasonable displays. Many of the best hardware window trimmers in the world are employed in Canadian retail hardware stores, and some of the best prizes offered during recent years, in competition open to the world have been won by Canadians. The display manager of a large concern in the United States in an article which appeared recently in a contemporary referred to window trimming in part as follows:—

"All the new stores being erected are equipped fully and, as fast as possible, the old windows and fronts are being remodeled so as to give an air of 'up-to-dateness' to the establishments and afford better opportunities for the display and sale of merchandise. While other nations may surpass America to the extent and variety in the manufacture of merchandise, this country leads the merchandising procession in the methods of display and distribution, due greatly to the efforts of the display man and his treatment of the store frontage.

"None of us should cry about the lack of opportunities; there is a chance for all of us, as the field of window trimming is unlimited and grows greater every day. New ideas are springing up all the time for us to take advantage of and work out in the show window. It is this condition which makes the window trimming profession so interesting, as every day's work is different and we are continually working along lines to bring out something new to make our windows the most attractive in the city.

"Lest we should forget, the show window should not only fulfill its mission, which is to attract attention and arouse admiration, but should, from the taste of the display man in his selection, handling, grouping and harmony of selling, be thus made to act as a magnet to cause the desire to purchase and be the great silent salesman of the store, the one who is always on the job twenty-four hours a day. Good windows have increased faster than good window trimmers, so it's up to every display man to make an extra effort to go it "now."

"The word "now" is a great little word, and all these "do it nows" are the little milestones on the road to success. After we pass a "now" and spell it backwards it spells "won."

"Merchandize may be well bought, rightly priced and well advertised, but the real "punch" and that which puts "pep" to the business and causes a credit on the right side of the ledger is the display. The display, if properly planned and executed, strikes home and causes the exchange of merchandise for real money."

"Lots of times we hear the question asked, "Where can I get new ideas for proper settings in my windows?" Ideas are everywhere and right now there is a wealth of ideas to be found in magazine covers, trade papers, post cards, moving picture shows, bill boards, etc."

The junior clerk who wishes to become efficient in all branches of hardware retailing should carefully study the art of window trimming.

ARE YOU IN CONTROL?

Do you control your business, or does your business control you? Just think that question over for a few minutes, because on its answer depends not only your success but your comfort during business hours and after.

To control your business you must know what you want to do and how you are going about it. To do this you have to plan out your work and then work out your plan. This is a man's job. It requires hard concentration of thought and action, but gives you the satisfaction of seeing things take shape under your direction and in accordance with your wishes rather than just happen, and it is worth the effort. Think for a moment of the poor devils you know who just podder along, taking what comes to them, without caring to inquire how or why. They have their worries just as much as the man who plans, but the tragedy of it is their worries are over things that have already happened and are beyond remedy.

CHARTERING SAILING VESSELS.

St. John, N.B.—General business conditions continue satisfactory. There is a great deal of activity about the harbor, due to the increased demand for lumber in Great Britain. Owing to the scarcity of steam tonnage a large number of sailing ships have been chartered. Not for twenty years have there been so many sailing vessels in the harbor as there are at present. Between forty and fifty have been chartered, for this season's loading. The highest steam charter has been 137 S. It is estimated that the city harbor revenues for the past five months will exceed those of last year by $15,000, or over.

Strathroy, Ont.—James Bogue and H. E. Mihell have purchased the hardware business known as the Avery Hardware Company.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

New Firm.

The Peerless Heater Co., manufacturers of gas stove appliances, has registered.

Hardware Burglarized.

Rouleau, Sask.—The hardware store of C. Worden & Co., was burglarized and $37 in cash taken.

Obituary.

Hamilton, Ont.—The death occurred here of Jas. F. Leishman, president of the Canadian Rector Gas Heating Co.

Meeting of Managers.

Montreal, Que.—A meeting of the district managers of the Sherwin-Williams Co. of Canada, Ltd., was held here last week.

Addition to Plant.

Welland, Ont.—Work has begun on an addition 70 x 80 feet to the plant of the Canadian Billings-Spencer. Six new drop hammers will be installed in the new building and it is said that 25 men will be added to the staff.

Another U. S. Prize Won by Canadian.

In the recent window display contest, conducted by the Ohio Varnish Co., manufacturers of Chi-Namel, open to American and Canadian firms, the third prize ($15) was secured by Chas. Byford, of the Bond Hardware Co., Guelph, Ont.

Who Can Make Them?

A Canadian firm wishes to get in touch with a manufacturer who will undertake to make small cases, similar to jewel cases, in aluminum, in large quantities. Particulars may be secured from the Editor Hardware and Metal, Toronto.

Foundry Re-opens.

Picton, Ont.—The D. J. Barker foundry has resumed operations under the name of the D. J. Barker Foundry Company, who purchased the business from the former owner, D. J. Barker. The plant is under the management of J. Hickey.

Business Changes.

Toronto, Ont.—A. J. Barrett, hardware, has retired from the firm. A Winch & Co. continues hardware business separately.

Toronto, Ont.—Joseph Owen, hardware, has sold out to R. D. Ross.

Toronto, Ont.—A Winch & Co., paints, etc., have dissolved, Alfred Barrett withdrawing.

At the Front.

Private H. A. Ellis, of the 106th Winnipeg Light Infantry, has been reported wounded. Before enlisting Mr. Ellis was an employee of the G. F. Stephens Co., Winnipeg.

R. R. Lockhart, of the Canadian Engineers, Winnipeg, has been wounded. Before enlisting Mr. Lockhart was superintendent of the Electrical Water Heating Co., Winnipeg.

Hardwareman Returns From Europe.

R. P. Cowan, of W. H. Thorne & Co., Ltd., hardware merchants, King street, St. John, N.B., returned home this week after a European buying trip. He found business conditions fairly normal in some parts of France, and England presenting very little change since the war. Mr. Cowan attended the British Industrial Manufacturers' Exhibition in London, the object of which was to show Britain's ability to compete for foreign trade against Germany. The exhibition was a decided success.

Second Vice-President C.M.A.

S. R. Parsons, who has been elected second vice-president of the Canadian Manufacturers' Association, is a native of Port Hope, where he was born some fifty years ago. Mr. Parsons is president of the British American Oil Company, Limited, chairman of the Board of Directors of the Ontario branch of the Canadian Fire Insurance Company, and for the past four years has acted as chairman of the transportation committee of the Canadian Manufacturers' Association.

G. E. Pearson In Hospital.

Many friends in the hardware trade will be interested to know that Geo. E. Pearson, Associate Editor of Hardware and Metal, who went to the front with the Princess Patricia's Light Infantry, during the early stages of the war, is in the Royal Victoria Hospital at Netley. Mr. Pearson was reported sick with meningitis on May 8 in Belgium, after the last thick engagement of the Princess Pats. A cable received within the past few days states that Mr. Pearson stands a good chance of recovery.

Fire Losses.

Montreal, Que.—The offices of the Canada Stove and Furniture Co. were destroyed by a disastrous fire, which destroyed sixteen buildings in St. Laurentian. The main building of the company, in which a plant has recently been installed for the manufacture of shells, was saved by the efforts of the employees of the company, who did good work with a couple of lines of hose. Mr. Eugene Panneton, manager of the company, stated that their loss would be in the neighborhood of $8,000 or $10,000, but that their manufacturing activities would continue as usual.

Dominion Incorporations.

The Canada Needle & Fishing Tackle Co., of Toronto, has been incorporated with a capital stock of $50,000, head office, Toronto.

St. Lawrence Machinery, Ltd., capitalized at $50,000, head office Montreal, to manufacture and deal in machinery, boilers, etc.

Hartwell Brothers, Ltd., capitalized at $40,000, head office, Walkerville, Ont., to manufacture and deal in hardware, woodenware and lumbermen's supplies.

The F. S. Newman Co., Ltd., capitalized at $100,000, head office Winnipeg.

WHAT OUR READERS SAY.

George Botsford,
Wholesale and Retail Hardware,
Kingston, Ont.,

MacLean Publishing Co.,
Hardware and Metal,
Toronto.

"I am glad to get Hardware and Metal. It always has been a good paper, and now it seems better than ever. The Prognostication manager must have frequent occasion to say, "I told you so," when prices advance, obedient to his forecasts.

With Best Wishes,
Yours truly,
GEO. BOTSFORD.

Man., to carry on the business of merchants and manufacturers, ironmongers, foundry-men, machinists, tinsmiths, plumbers, etc.

Canada Needle & Fishing Tackle Co., Ltd., capitalized at $50,000, head office Toronto, to carry on the business of manufacturers of and merchant factors for the sale of needles, pens, fishing tackle, sporting goods, etc., and to take over and carry on the business of Henry Wilkes & Co., Toronto.

The Walpole Rubber Co., of Canada, Ltd., capitalized at $100,000, head office Montreal, Que., to carry on the business of Manufacturers of all kinds of rubber goods.

North American Magnesite Co., Ltd., capitalized at $200,000, head office Montreal, to prospect and dig for, refine, smelt or otherwise treat, manufacture and deal in magnesite, graphite and other minerals.

Death of James Simmonds.

The death is announced of James Simmonds, at Dartmouth, N.S. In 1870 Mr. Simmonds went into the stove business with Thomas Allen, of Dartmouth. A few years later he entered into business with the late John White, in Halifax and Dartmouth. In 1877 he was associated with the hardware business of Irish & Smith, later known as Geo. E. Smith & Co., which firm dissolved in the year 1896, Mr. Simmonds carrying on the business in Dartmouth. In 1893 the old Fuller wharf at Halifax was acquired and a joint stock company was formed, and to-day is one of the largest wholesale hardware businesses in the province.

Mr. Simmonds took a great interest in the welfare of the town of Dartmouth, and served several terms as alderman, and was mayor in 1888.

He also served as president of the Board of Trade, was for some time president and managing director of the Dartmouth Electric Light Co., and at the time of his death was president of the Starr Manufacturing Co.

He was also one of the most active members of the Masonic Order in the province. He was a Past Master of Eastern Star Lodge, A.F. and A.M., Dartmouth; Past District Deputy Grand Master; Past Grand High Priest, Royal Arch Masons; Grand Preceptor in the Knights Templars, and an active member Ancient Accepted Scottish Rite, in which he was to have taken the 32nd degree.

He was also an active member of Christ Church, and served as vestryman on several occasions.

Mr. Simmonds is survived by his wife, one daughter and two sons, Ralph B. and J. Roland, of the hardware firm of James Simmonds, Ltd.

Plans are being prpared for a new school building at Moncton, N.B. It will be one of the largest in the Province.

A St. John, N.B., report states that a syndicate of Toronto capitalists have taken over manganese rights in Jordan Mountain district and will have the same explored this summer. The Markhamville manganese areas are also to be developed at an early date.

The customs receipts at the Port of St. John, N.B., for May, 1915, were $177,312.88, as compared with $121,458.63 for the same month last year, an increase of $55,854.25. The inland revenue receipts for the month were $19,334.84, an increase of $4,444.33 over May, 1914.

Hardware Letter Box

Lawn Mower Sharpeners.

Duncan Munn, Ripley, Ont.—"Kindly furnish us with names of firms manufacturing machines for sharpening lawn mowers."

Richards-Wilcox Canadian Co., Ltd., London, Ont.; R. Woon & Co., Oshawa, Ont.; Coldwell Lawn Mower Co., Newburgh, N.Y.; Luther Grinder Mfg. Co., Milwaukee, Wis.; National Machine & Stamping Co., Detroit, Mich.—Editor.

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Manufacturers of Hockey Pads.

Fraser Hardware Co., Vancouver, B.C. —"Will you please give us the names of manufacturers of Hockey Pads?"

General Leather Goods Co., Ltd., Toronto, Ont.; Western Leather Goods Co., Ltd., Toronto, Ont.; A. G. Spalding & Bros., Toronto, Ont.; A. J. Reach Co., Brantford, Ont.; Victor Sporting Goods Co., Springfield, Mass.—Editor.

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Manufacturers of Binder Twine and Harvest Tools.

Western dealer wishes to know name of firms who manufacture Binder Twine and Harvest Tools.

Harvest tools: Beatty Bros., Limited, Fergus, Ont., and Winnipeg, Man.; Bateman-Wilkinson Co., Ltd., Toronto, Ont.; The Welland Vale Mfg. Co., Ltd., St. Catharines, Ont.; F. E. Myers & Bro., Ashland, Ohio; The Eureka Planter Co., Ltd., Woodstock, Ont.; Canada Axe & Harvest Tool Mfg. Co., Ltd., Montreal, Que.; Maple Leaf Harvest Tool Co., Ltd., Tillsonburg, Ont.

Firms making Binder Twine other than the Plymouth Cordage Co. and the International Harvester Co.: Brantford Cordage Co., Brantford, Ont.; Consumers Cordage Co., Montreal, Que.; Columbia Rope Co., Auburn, N.Y.; Estes Mills, Fall River, Mass.; Raffloer, Erbslch & Co., 564 Broadway, New York City; The R. A. Kelly Co., Xenia, Ohio; D. P. Winne Co., 105 Worth street, New York City; De Graw, Aymar & Co., Lakehurst, N.J.; The Hoover & Allison Co., Xenia, Ohio; Wentlock Cordage Co., 46 South street, New York City.—Editor.

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Dangler Oil and Gasoline Stoves.

W. F. Mickus, Preston, Ont.—"Kindly let us know who in Canada stocks the Dangler Oil and Gasoline Stoves."

The Thos. Davidson Mfg. Co., of Montreal and Toronto.—Editor.

* * *

Strawberry Boxes.

D. W. Stothart, Newcastle, N.B. — "Please give us the names of manufacturers of Strawberry Boxes in Canada."

Canada Wood Specialty Co., Ltd., Orillia, Ont.; Consumers Box Lumber Co., Ltd., Toronto, Ont.; G. & J. Explin, Montreal, Que.; Hantsport Fruit Basket Co., Hantsport, N.S.; Holmes & Arpin, Montreal, Que.—Editor.

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Hand Hay Rakes.

The Rogers Hardware Co., Charlottetown, P.E.I.—"Will you kindly give us the names of manufacturers of Hand Hay Rakes."

J. H. Still Mfg. Co., St. Thomas, Ont.; J. G. Gignac, Ltd., Quebec, Que.; W. A. Shetters, Bedford, Que.; Canada Axe & Harvest Tool Mfg. Co., Ltd., Montreal, Que.; Bedford Mfg. Co., Bedford, Que.—Editor.

Rock Island Mfg. Co. Catalogues.

Two very attractive and useful catalogues have been issued by the Rock Island Mfg. Co., Rock Island, Ill. Catalogue 1 consists of 96 pages, well illustrated and featuring many hardware lines, including electric and gasoline irons, gas irons, charcoal irons, sad irons, clothes-line reels, sickle grinders, foot-power grinders, tool grinders, kitchen grinders, emery wheel dressers, cement workers' tools, roof brackets, tampers, mauls, jack screws, floor scrapers, hammer drills, grist mills, combination forge, anvil and vise, fireproof boxes, and other lines.

Catalogue H consists of 47 pages, and features an extensive range of vises. The manufacturer's slogan is: "Vises, a type and size for every service." Copies of the catalogue can be secured by writing to the above address.

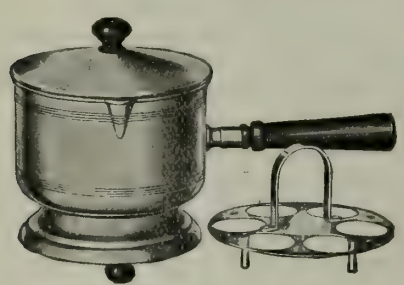
New Hardware Goods

Offered Canadian Hardwaremen

UNIVERSAL ELECTRIC BOILER.

Landers, Frary & Clark, New Britain, Conn., are placing on the market a new product called the "Universal" electric boiler. The makers state that for warming soups, stews, etc., the Universal Electric Boiler will be found most useful. It will cook small quantities of vegetables and will serve the light housekeeper in many ways. The makers also claim that in the small home or apartment where economy of room is a factor, the Universal boiler will be most appreciated because of the many uses it can be put to.

Attention is called to the egg rack which is furnished with each machine. This allows six eggs to be boiled at once and is made with a handle for conveniently lifting the eggs out of the boiling water. The boiler is large in diameter



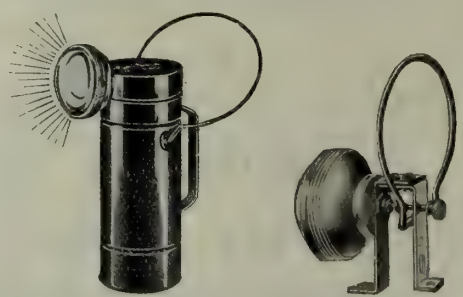
Universal Electric Boiler.

permitting eggs to be easily and readily poached.

Another use for the Universal boiler is the heating of water for shaving. The heating unit is large and the water can thus be quickly brought to the desired temperature. The man of the house will it is claimed, welcome this handy and dependable means of securing his shaving water whenever it is needed.

PRACT-EL-LITE LANTERN.

Central Telephone & Electric Co., 310-312 North 11th street, St. Louis, U.S.A., offer to the Canadian trade the Pract-El-Lite lantern and the Pract-El-Lite battery attachment here illustrated. The Pract-El-Lite lantern is claimed to be a scientifically constructed electric lantern for use with any No. 6 battery, and is invaluable for doctors, watchmen, farmers or anyone wanting a practical, safe and dependable lantern. The lantern is fitted with a silvered reflector, fire polished bull's eye lense and special tungsten bulb. The container is ribbed to prevent the battery from touching the sides. A thoroughly insulated switch covered with a patent application is said to make it impossible to short circuit the lantern.



Showing Pract-El-Lite lantern on left and Pract-El-Lite battery attachment on right.

The Pract-El-Lite battery attachment is said to be constructed on the same high plane as the lantern but in a less expensive form. It is equipped with the same silvered reflector, special tungsten lamp, and heavy fire polished bull's eye lense. The attachment can be used, it is claimed, on any dry cell battery. All Pract-El-Lite devices are claimed to be immune to weather conditions and are not affected by wind or rain.

217 BULL DOG JAWS.

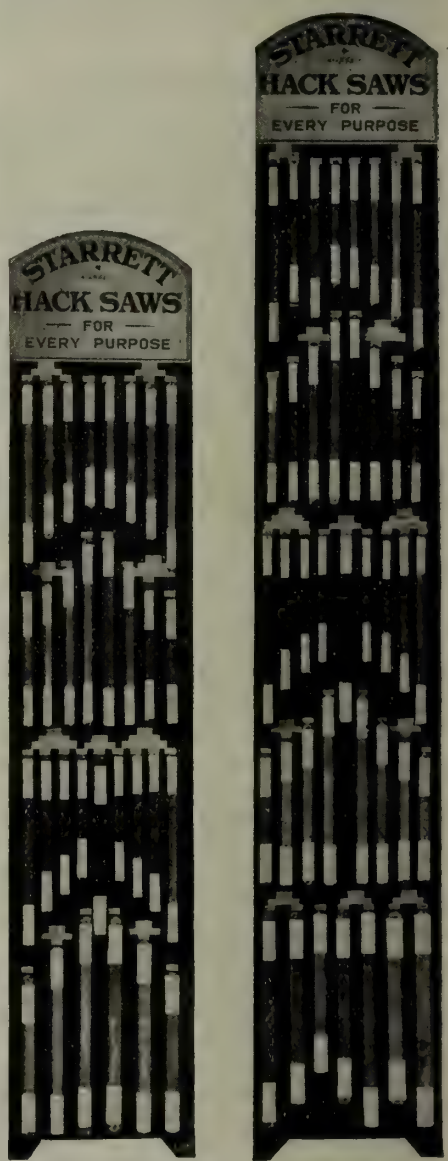
Richard Wilcox Canadian Co., Ltd., is now making a new product called R. W. No. 217 bull dog jaws, here illustrated. With these jaws the makers claim you can make a good pipe wrench out of your ordinary monkey wrench in ten seconds. The jaws are made from good hard steel and are strong and durable. A small display card is furnished with each half-dozen. The jaws are packed half-dozen in a box. They fit any wrench up to 18 inches and retail at 40 cents per set.



No. 217 Bull Dog Jaws.

STARRETT DISPLAY BOARDS.

The L. S. Starrett Company, of Athol, Mass., have developed two hack saw display boards which, it is said, solve both the problem of displaying the saws and that of keeping the stock in proper arrangement. These hack saw boards are arranged with the name of the company



Showing two new hack-saw display boards developed by the L. S. Starrett Co.



McClary Portable Field Kitchen.

at the top, below which are grouped a variety of saws. Two standard sizes of these boards have been adopted. The larger one contains the following saws:

3 doz. ea. No. 103	8"— 9"—10"—12"
3 doz. ea. No. 102	8"— 9"—10"—12"
3 doz.ea. No. 253	8"— 9"—10"—12"
3 doz. ea. No. 250	8"— 9"—10"—12"
3 doz. ea. No. 252	8"— 9"—10"—12"
3 doz. ea. No. 258	8"— 9"—10"—12"
3 doz. No. 250 B	12"
2 doz. ea. No. 112	8"— 9"—10"
3 doz. No. 112	12"
2 doz. ea. No. 112 B	8"— 9"—10"
3 doz. No. 112 B	12"
1 doz. ea. No. 114	10"—12"—14"
1 doz. ea. No. 255	12"—14"
1 doz. ea. No. 254	12"—14"
2 sets No. 249 E	

The smaller board bears the following assembling:

3 doz. ea. No.103	8"— 9"—10"—12"
3 doz. ea. No. 102	8"— 9"—10"—12"
3 doz. ea. No. 253	8"— 9"—10"—12"
3 doz. ea. No. 250	8"— 9"—10"—12"
3 doz. ea. No. 252	8"— 9"—10"—12"
3 doz. ea. No. 258	8"— 9"—10"—12"
3 doz. No 250 B	12"
2 doz. ea. No.112	10"—14"
3 doz. No. 112	12"
1 doz. ea. No. 114	10"—12"—14"
2 sets No. 249 E	

Either of these boards is given by the L. S. Starrett Co. to hardware dealers who buy, at regular prices, the saws included in the set.

PORTABLE FIELD KITCHEN.

The accompanying illustration shows a new type of portable field kitchen specially designed for the Canadian contingent at the front. This kitchen was designed and built by the McClary Manufacturing Co., at London, Ont., and has successfully withstood searching trials before it was accepted by the military authorities. The value of such equipment is demonstrated by reports received covering the engagement at Langemarck in Belgium recently, where it was stated that the troops went into action without previously having had a meal. Such a condition would to a large extent be obviated by the use of portable kitchens which could be operated much nearer the firing line than the ordinary type of cooking apparatus. This would lessen the discomforts and greatly increase the efficiency of the troops.

In addition to actual cooking, a day's rations can be carried in the bins or compartments in the front section for five hundred men. This amount can be cooked at one time as each of the containers is emptied it can be refilled and cooking proceeded with. The kitchen being portable it can be used in the trenches and meat can be cooked in addition to soup and coffee prepared.

The front section as shown in the illustration is known as a fireless cooker and is made of steel plate insulated inside to retain the heat in the containers. In the front are bins or compartments for carrying supplies while at the back are drawers for butcher knives and other utensils. The seat on the top can be used as a table.

In the rear section, also made of steel plate and insulated, is an oven with a fire at the side. Above is a tank with a capacity of 32 imperial gallons for boiling water. In the front part there are four containers each having a capacity of 11 gallons with a fire underneath one chimney doing duty for both fires. Both sections are equipped with standard artillery wheels and draft gear for two horses is attached to the front section.

The war will return to Canada many crippled and disfigured men. Let the industries of Canada, by the exercise of wise precautionary measures, so reduce their toll of injured as to offset, as far as possible, the abnormal increase from war.

Praise for Canadian Products.

The Montreal Gazette of a recent issue publishes a number of interviews with passengers on the Missanabie, which left Liverpool on May 7, and passed through some of the wreckage of the Lusitania.

"A number of settlers for the West were on board. One Englishman who has come to Canada on government business, expressed great satisfaction with the way in which Canadians shipped goods made here for use at the front. There was a large consignment of messtins from Canada, which was the admiration of the London dockers. They were drawing the attention of their fellows to it. They found it a marvel of method, for all the directions regarding the messtins were placed in the most convenient positions. The number of tins in each package, and every bit of information which could be of use, was entered on the boxes in a way that facilitated the work of handling very greatly."

The above is particulary interesting in view of the fact that it is said the messtins were made by a Canadian firm, the Thomas Davidson Mfg. Co., Ltd., Montreal.

CATALOGUES AND BOOKLETS

Fireplace Fixtures.

Stover Mfg. Co., Freeport, Ill., recently issued an attractively gotten up catalogue of fireplace fixtures, including andirons, fire baskets, spark guards, fire sets, fire screens, gas logs, dampers, thresholds, clean out doors, knockers, and a number of special products. The catalogue is well illustrated and a complete description with dimensions is given of each article featured.

* * *

Supplies for Hardware and Machine Dealers.

E. B. Plewes Co., Winnipeg, Man., have issued catalogue D 1915, consisting of 48 pages and featuring such lines as belting, belt lace, babbitt, boiler tools, braces and bits, cap screws, cotter pins, chain hoists, electric drills and grinders, files, grease cups, lock washers, packing, machine tools, pipe cutters and vises, steel taps and dies, and many other lines. The prices appearing in the catalogue are guaranteed to October 1, 1915, with the exception of leather goods, the markets for which are firm and unsettled. The catalogue is well illustrated. Copies will be mailed on request.

Practical Course for Sheet Metal Workers

Article No. 35 of Series

By CHARLES SEIVERS

IN drawing out patterns for irregular forms—that is, for articles of different sizes and shapes at top and bottom, such as square or oblong base and round or oval top or oval base and round tops, also when the base and top are not on the same plane, etc., in any of these or other cases, the method used to develop the pattern is called triangulation, and requires a careful study to understand thoroughly. It consists of laying out the article in a series of triangles, the plan forming the base of the triangle, the straight height at the different points forming the altitude, and the hypotenuse or diagonal formed by the base and altitude thus procured is the measurement required to lay out on pattern.

In this article are shown two figures, of what can be called triangulation, although never considered as such. In Fig. 1 is a cone, the base B-C and the altitude A-D. In plan this shows as a circle with diameter equal to B-C, centre E. Divide the circle in plan into a number of equal parts, as shown in quarter section, by 1-2-3-4-5-6-7, and from each point draw lines to centre E. These being the radii of the same circle, are equal to one another; and having same altitude, A-D on elevation, their A-C or A-B will be the radius for all the triangles formed by the altitude A-D and radii on plan.

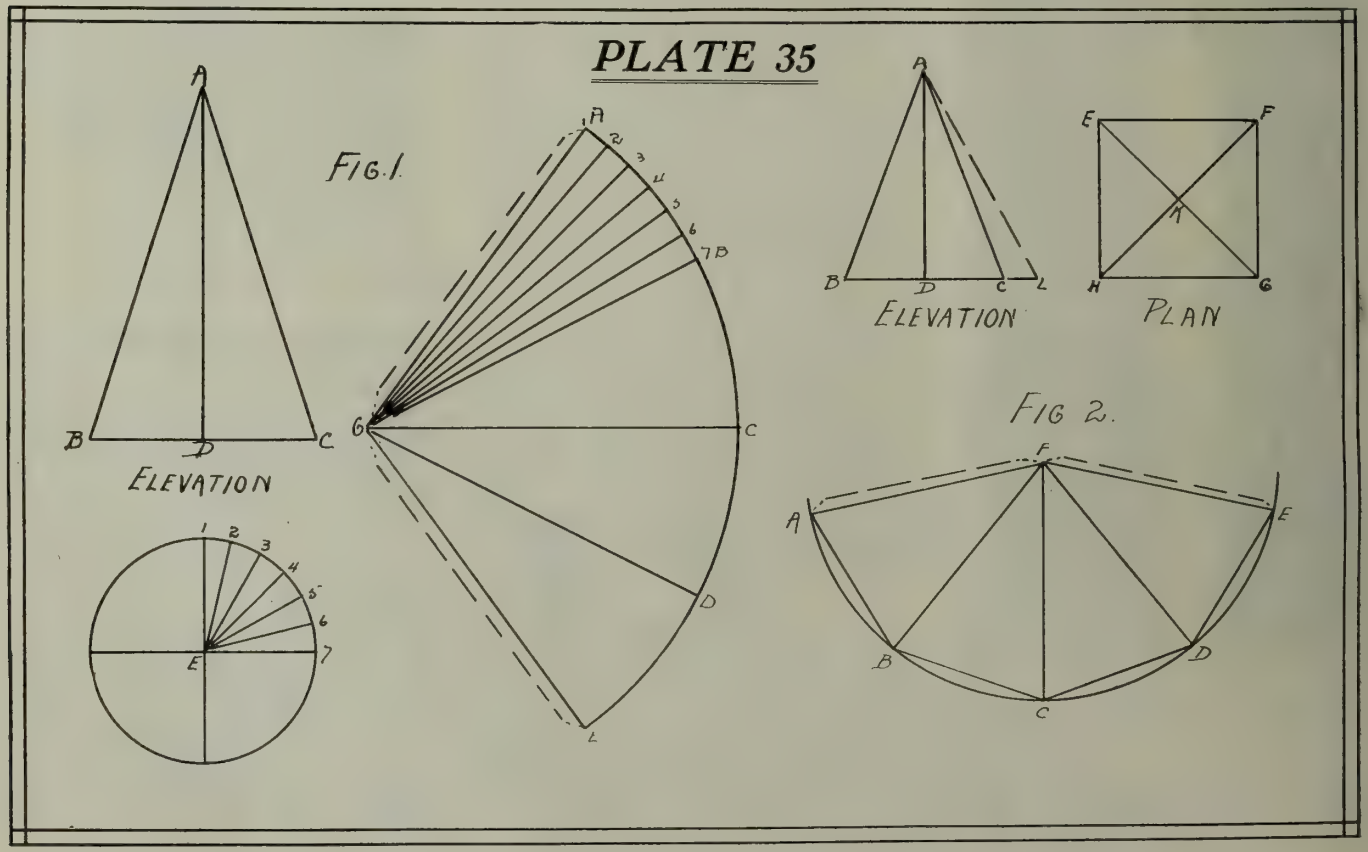
The accompanying article is No. 35 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

With A-D as a radius, draw an arc, as A-B-C; draw a line from the centre until it intersects circumference of the arc, as G-A. From A, set off on the circumference of arc the divisions on circle in plan, as shown by 1-2-3-4-5-6-7 on quarter section, repeating them to complete circle. When set off, draw line from last point, as E to centre, then the outline A-B-C-D-E-G will form pattern of cone.

It is to be observed that if a number of pieces were cut, as outlined by A-D-C in elevation, and set on plumb with their base over the radii, they could be swung around to any portion of circle; but if they were not a circle, but an ellipe, they would only cover radii with same base, and the position of each radius is determined or fixed from each other by the equal divisions on circumference.

In Fig. 2 is another example. A-B-C shows elevation and E-F-G-H-K the plan of a pyramid. The altitude of pyramid is shown by A-D. Extend the base of triangle A-D-C, and from D set off the distance K-E on plan, as shown by D-L; then draw a line joining A-L. With A-L as a radius, draw an arc, as A-B-C-D-E-F. From the centre F draw a line intersecting the circumference, as F-A, with compasses set at the distance

(Continued on page 51.)



Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

Following the many important price changes announced in Hardware and Metal's market reports last week, further important and far-reaching price changes are announced in this week's report. Many of the changes, although very important, are not unexpected, for repeated warnings have been given in this paper that the advances were bound to take place as a result of new conditions created by the war and by the trend of the metal markets. One of the most important changes this week is the advance of twenty cents per gallon in the price of ready-mixed house, floor and porch paints; ten cents per gallon on barn, bridge and roof paints; and fifteen cents on flat oil paints. Lead in oil is very firm following the big advances of last week and even higher prices are expected. Linseed oil and turpentine are weak. Brass and bronze screws have advanced in price, also copper rivets. Galvanized sheets and sheet lead have again advanced. Manila and hemp ropes have advanced ½ cent per pound. Galvanized fence hooks, staples, wire, etc., are very firm and further advances are in effect at some points. In the metal markets spelter and lead are the centre of interest, although the former is now showing a weaker tendency. Aluminum is very firm and has advanced during the week. The metals are all very sensitive and subject to sudden changes. It is quite evident that speculation has had a great deal to do with the remarkable advances that have taken place in some metals. The markets at present are a puzzle to the most experienced men in the trade and they all hesitate when asked to give opinions on the future of any of the metals. The whole trade is contending with a situation unparalleled in history. City business continues fair, while country trade in districts where agriculture is the chief industry appears to be almost normal. The weather recently has not been very seasonable and has had a bad effect on the sale of some lines of hot weather goods.

Montreal

MONTREAL, June 17. — The metals continue to monopolize interest in the hardware situation—with lead continuing its upward course and tin and copper strong, while spelter shows a tendency to react on futures, which helps the present situation but little; at the same time aluminum has come into the limelight and has made some rapid advances. The opinion of market experts seems to gain weight that the action of lead, a metal which enters to a small extent into the manufacture of war munitions, reveals the fact that the metal markets are being manipulated, and it is suggested that German interests are at work to handicap the munitions making operations of the allies.

The lead situation has affected the paint industry perhaps more than any other, the advances on white lead being followed by increases of from 10c to 20c the gallon for all varieties of mixed paints; other lead products have also been further advanced. Spelter shows a tendency to react, but Canadian manufacturers claim that there are no spot stocks available at any price, and for that reason they are being forced to close down their plants. Prices on sheets and other galvanized lines continue to advance. Copper products are very firm, with advances in effect for rivets and predicted for wares.

Business shows little change. Country demand is very fair and the city dull, with the main result that there are plenty of small sorting orders which do not make up the normal volume. Retailers evidently prefer to have the wholesalers and jobbers carry the stocks rather than go into the market and take a chance on advances; they are maintaining the hand-to-mouth policy and keeping their financing in narrow bounds. Altogether trade may be considered as fairly satisfactory under the conditions prevailing.

Tin.—The local market is steady and firm, with an upward tendency in sympathy with lead and other metals. London has been making big advances, but New York has not been affected to the same extent, the situation being at a standstill at writing after an advance of 2¼c during the early part of the week. Not only is there stagnation for wholesale lots, but the jobbing trade is extremely dull.

Spelter.—The reaction in the spelter market, which has been predicted for the past couple of weeks, since abnormally high price levels have been reached, has evidently commenced. However, locally, price reductions apply largely to futures. At the same time spot values are holding at such a level that the manufacture of galvanized ware is practically throttled, and plants are being shut down until values become normal and supplies are obtainable. New York reports the situation as being very unsettled. Bids are heard of 21c and 20c, as compared with 26c a week ago, but it is difficult to get a solid basis, as sellers are avoiding quotations, preferring to meet offers. It is noted that conditions are generally quiet in the market, which is a usual condition when prices are on the decline; this state of affairs is a contrast to the heavy buying which took

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	29c-30c
Copper	21c
Lead	7¾c-8c
Antimony	40c
Solder, ½ x ½	27c-29c
Solder "strictly"	30c-32c
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	15½c base
British Manila Rope	13½c base
African Hemp	13½c
Siscal	10½c
Lath Yarn	9¾c

For quotations on other hardware goods see weekly report and current quotations.

place while the market ascended from 20c to 26c.

Lead.—The upward march has been continued by lead, the local quotation being advanced to 8¾c to 9c, which is a full cent over a week ago. The effect has been that the paint markets have been further disorganized, and there have been important advances in other metal products. New York for the week shows an increase of 1¼c, but at 7c—Trust price—there has been a reaction on profit-taking, which temporarily checked the upward movement. Altogether the lead market has had an experience during the past three weeks such as it has never had before, the advances amounting to 80 per cent. Reports that war business is back of the price movement are regarded as nothing less than nonsense, because the amount of lead used for munitions is not a great consideration and because the recent war orders have not been greater than during the previous five or six weeks. Another explanation that the increase is due to wider uses of lead with the higher values of spelter is met with the reply that lead sheets are still in the experimental state, and not as yet responsible for any considerable consumption. Above these is the argument that speculation is at the bottom of the developments, and it is hinted that the same clique has been operating as manipulated the spelter market. German interests are given credit, by those who advance this theory of manipulation, for booming prices to the disadvantage of the allies.

Copper.—The market is firm, with an upward tendency here on advances of 1c in New York during the early part of the week. New York latterly, however, has been much quieter, although prices are firm, particularly for futures. By those who believe that German interests have been manipulating the lead and spelter markets it is advanced that these interests have been dabbling in copper also, as there has been very heavy buying during the last past few weeks.

Antimony.—There is little change in the antimony situation, excepting that the shortage of European supplies naturally becomes more and more acute as the stocks become exhausted, with little or no prospect of replenishment. Prices are altogether nominal, with 40c heard as a basis. About the only guide for quotations is that New York reports Chinese and Japanese increased about 2c for the week, with no prices given for European supplies.

Aluminum.—Another of the metals has entered the price parade during the week. Aluminum has been comparatively quiet since the outbreak of the war, but the buying movement, after taking in practically everything else, has finally reached this metal, with the result that ingot aluminum has been advanced from 23c to 32c a pound and pattern aluminum from 24c to 31c.

Solder.—Solder is very firm on the advancing market for lead, and the high values prevailing for tin. Higher quotations are to be looked for. The prevailing prices are 27c to 29c for "half-and-half" and 30c to 32c for "strictly," with the tendency in each case towards the higher figure.

Sheet Zinc.—It is very difficult to give a price basis for sheet zinc; it is difficult to get supplies at any price. The quotation of 36c a week ago may be taken as a nominal figure, although as high as 40c has been heard.

Sheet Lead.—Another big advance has been made in the quotations for lead sheets, 75c being added to the recent gains of 75c and 50c. The following quotations are now in effect:

Sheets, 2½-lb. square foot	$9.50
Sheets, 3-lb. square foot	9.25
Sheets, 3½-lb. square foot	9.00
Sheets, 4-6-lbs. square foot	8.75

Lead Pipe and Fittings.—With the further advances in the lead market, additional increases for lead pipe are to be expected. The quotations of 9¾c for lead pipe and 10¾c for lead waste pipe are, therefore, very firm. Lead fittings are also likely to be further increased.

Galvanized Sheets.—The effect of the advancing values of spelter is emphasized in further material increases on galvanized sheets. The quotations are up $1 all round, and are now as follows:

Queen's Head and Gorbals Best Best—

16-20 gauge	$5.80
22-24	6.00
26	6.25
28	6.50

Fleur-de-Lis and Colborne Crown—

16-20 gauge	$5.55
22-24	5.80
26	6.05
28	6.30

Apollo—

14 gauge	$5.30
16	5.30
18-20	5.50
22-24	5.60
26	5.70
28	5.30
10¾ ozs.	5.50

Plates.—Plates are very firm, and further advances on galvanized varieties are in order. Tinned iron has been feeling the effects of the situation further, and the increase of 25c last week is followed by another of the same amount:

72 x 30 up to 24 gauge, case lots	$10.00
Less case advance 25c.	
72 x 30 up to 26 gauge, case lots	10.50
20 x 28 x 94	12.75

Galvanized Products. — Galvanized products in general are all firm on the advances recorded last week. The reaction reported in New York has not yet affected the situation here, and is not likely to for some time, and in the meantime there would appear to be more likelihood of advances than declines in the quotations for galvanized plates, sheets, pipe, wire, staples, etc.

Galvanized Ware.—Makers of galvanized ware report that they have been compelled to close their plants owing to the shortage of spelter. At present the price is prohibitive and supplies practically impossible to secure. The declining prices noted in New York indicate a better situation for futures, but it is believed that conditions will be relieved in Canada for a couple of months.

Copper Ware.—Copper ware is very firm, and it is predicted that at a meeting of manufacturers to be held in the near future there will be further advances in prices decided upon.

Builders' Hardware and Materials.—The demand for builders' hardware and materials continues very quiet, with little prospect of a revival this season. The new price lists on builders' hardware are still deferred by the unsettled conditions in the metal markets.

Batteries.—A further advance of 5c on batteries is recorded; there have been several such in the past few months. The higher prices are reported to be due to shortage of some of the materials entering into their manufacture.

Cutlery.—Demand for cutlery is not so good as during the earlier part of the month. Prices are very firm, especially on German goods, and one firm announces an increase of $2 a dozen on the Boker lines.

Copper Rivets.—The prices of copper rivets have been advanced in sympathy

TORONTO QUOTATIONS.

Tin	48c
Copper	21½c-22c
Spelter	30c
Lead	10c
Antimony	40c
Aluminum Ingot	30c
Aluminum Pattern	29c lb.
Solder, ½ x ½	29c lb.
Wire Solder	34c lb.
Wiping Solder	25c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp Rope	13½c base
Sisal Rope	10½c base

For quotations on other hardware lines see weekly report and current quotations.

with the copper market. Quotations are now: Copper rivets, usual proportion of burrs, 20 per cent.; burrs net.

Rope.—Important advances are announced in the rope prices owing to shortage of raw materials and difficulties of securing new stocks. Following are new quotations:

Pure Manila basis	16c
British Manila basis	13½c
African hemp basis	13½c
Sisal basis	10½c
Cotton rope 3-16 and larger	22c

Binder Twine.—The following quotations are given for binder twine:

650 feet, per lb.	14½c
600 feet, per lb.	11¼c
550 feet, per lb.	9½c
500 feet, per lb.	9c

Seasonable Lines.—A good demand is reported as continuing for lawn goods, being fostered undoubtedly by the recent dry spell. Harvest goods and general farm lines are moving well.

Stoves.—Although business in stoves continues comparatively quiet, one firm reports that some orders have been received during the week for kitchen cooks from country points, indicating more interest in this department than has been noted for several months.

Toronto

TORONTO, June 17.—The continued advance in the metal market is reflected in the number of price changes which have been made during the last two or three weeks. This emphasizes the close relation that exists between the hardware, metal and paint markets. Conditions in the market this week are very similar to those which prevailed last week and consequently there are a number of price changes to note. For the most part these are advances and the general condition of the market is not without interest. Spelter and lead are the metals showing the greatest activity although the former is now showing the greatest activity although the former is now showing a weaker tendency, which is probable only of a temporary nature. Notwithstanding this weakness, the spelter situation cannot be said to have changed to any marked degree and supplies are very scarce and the price still high. On this account higher prices are announced for galvanized sheets and brass wood screws. Lead is another which has advanced considerably of late and for this reason lead pipe has followed suit, this being the second price change in less than three weeks. Copper rivets and copper scrap are higher in consequence of the strength of the copper market. As anticipated in these columns, prices of Manila rope have advanced. The rope situation has been unsatisfactory for some time and the advance is the logical result of conditions prevailing.

The more seasonable weather during the week has stimulated trade, although the volume of business can hardly be said to be up to the normal. There is, however, a more hopeful feeling in business circles than the present conditions would warrant, due largely to the favorable crop outlook and benefits derived from orders for war equipment and supplies. Considering the time of the year, summer goods such as screen doors, ice cream freezers, refrigerators, oil stoves, etc., are moving slowly and a spell of warm weather would be welcomed by the trade. A fair business has been done in sporting goods and all kinds of garden tools; with these exceptions, the trade in the city is comparatively quiet. This is specially noticeable in the building trade which is very dull, and there is little movement in building material.

Metals.—The feature of the metal market is the sharp advance of lead which constitutes a record for this metal. The spelter situation is full of interest, although there is a weaker tendency in the market. With the exception of spelter, the markets are distinctly strong and in addition to lead, tin has also advanced. Copper and antimony are very firm and higher prices may be expected. The advance in tin has been followed by higher prices for all solders. A heavy demand continues for all those metals entering into the manufacture of munitions, but ordinary business is light with buying generally of a hand-to-mouth order.

Tin.—The market is active on heavy buying and interest in the market is being renewed. The London market has advanced, but New York is quiet, although the spot and June market is strong. Tin has advanced 3c locally and is quoted at 48c per pound.

Copper.—The London market is strong on heavy buying and has advanced. There is a continued heavy demand for copper, and indications point to a further increase in consumption. The copper position is stronger and higher prices seem probable. Quotations are firm but unchanged at 21½c to 22c per pound.

Spelter. — The market shows less strength than a week ago and is dull and unsettled. It has been suggested that the sensational rise in spelter is due to heavy buying on the part of certain interests with a view to hindering the manufacture of munitions. Locally, supplies of spelter are scarce, and the situation is unchanged. Quotations have declined 2c and are nominal at 30c per pound.

Lead.—The upward movement in lead continues; the reason for this is not very apparent, but is probably due to manipulation. There is, of course, considerable amount of lead used for munitions but if this had been the reason the price would have advanced months ago. There is an impression that the advance in lead is associated with that of spelter; in any case, however, it is obvious that it is the result of speculation. Lead has advanced locally 2c and is quoted at 10c per pound.

Antimony.—The market is strong and indications point to higher prices. The demand continues heavy and some brands are very scarce. Local quotations are unchanged, but very firm at 40c per pound.

Aluminum.—The market is firm and unchanged at 30c per pound.

Solders.—The advance in tin has been followed by higher prices for all solders ranging from 1c to 3c, according to grade. Prices for solders given in panel and current market quotations.

Rope Advances.—It was stated in these columns last week that higher prices for Manila rope were fully expected. This was based on a survey of the situation both as regards raw material market and high ocean freight rates. An advance of ½c is to be noted, the new quotations being, pure Manila 16c, British Manila 13½c, and African hemp 13½c per pound, basis. Drought in certain districts in the Philippine Islands has seriously affected the supply of Manila, while a shortage of tonnage and high ocean freight rates are also responsible for the increased prices. Conditions in the sisal market are somewhat improved and some shipments have been made from Mexico. Rope quotations all round are very firm and further advances are possible.

Lead Pipe Advances Again.—The continued advances in pig lead has made another change in lead pipe necessary, which makes the third advance in less than three weeks. The last advance to be noted is 1½c, and the new prices are: lead pipe 11¼c, waste pipe 12¼c, while the new discount for traps and bends is 25 per cent.

Scrap Metals.—The continued advance in the copper, zinc and lead markets has naturally affected scrap metals and higher prices for copper, brass, lead and zinc scrap are to be noted. Heavy copper has advanced ½c, brass 1c, tea lead 1½c, zinc 9c, No. 1 composition 1½c, and No. 1 composition turnings ½c per pound. There is an active demand for all the above, but iron and steel scrap are dull and prices unchanged. A complete list is given in the current market quotations.

Copper Rivets.—As predicted in Hardware and Metal last week an advance has been made in copper rivets, the new discount for copper rivets and usual pro-

portion of burrs being 20 per cent as against 27 per cent. formerly. Burrs only are now net list.

Wood Screws.—The advance predicted in these columns last week has materialized and the new discounts are as follows: Brass, flat head, 75 per cent.; brass, round head, 70 per cent.; bronze, flat head, 70 per cent.; bronze, round head, 65 per cent. Discounts on bright screws are unchanged. Complete list is given in the current market quotations.

Galvanized Sheets Advance.—Another advance in galvanized sheets has been made as predicted in Hardware and Metal last week. The most extraordinary situation in the spelter market continues and conditions in the trade are serious. The high cost of spelter precludes the possibility of making and selling galvanized sheets at a profit or even at cost. Sheets have advanced $1 per cwt.; prices are given in the current market quotations.

Bar Iron and Steel.—Prices are firm at $2.05 base but the market is quiet. There is little movement in merchant bars.

Pig Iron.—The situation is unchanged and business is dull. Foundries are very quiet and are operating at considerably reduced capacity. Hamilton and Victoria brands are unchanged at $19 per ton.

Wire Nails. — Fair business is being done in wire nails and quotations are firm at $2.35 base. Cut nails are quoted at $2.75 base.

Cutlery.—A further advance in some lines of cutlery has been made.

Kitchen Utensils.—A fair volume of business is reported in utensils and prices are holding very firm. Higher prices for galvanized and copper ware are anticipated on account of the high cost of spelter and copper.

London

LONDON, Ont., June 17.—A number of important price changes have taken place this week, following the changes announced in last week's issue. Business is very satisfactory. There is no big rush but a steady volume of trade is passing.

Under the heading of late price price changes last week it was announced that linseed oil had been reduced 2c per gallon; turpentine had been reduced 3c per gallon and Paris green had advanced 2c per pound. The prices now in effect are as follows:

Linseed Oil:

	Price per gallon. Raw.	Boiled.
1 to 2 bbl.	80	83
3 to 5 bbls.	79	82
6 to 9 bbls.	78	81

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	$11.50
Poultry Netting	50% off
Copper, plannished, per lb.	40c
Copper rivets, No. 7	$41.50-$42.00
Rope, Pure Manila	16c
Sheet Zinc	16c
Black Sheets, 10 and 12 gauge	$3.15
Appollo and Fleur de Lis	$5.75
Queen's Head	$6.00
Iron Pipe:	
Galvanized, 1 inch	$9.00
Black, 1 inch	$5.95
Lead Pipe:	
Coil	$8.25 less $9.25
Lead Waste	$8.75 per cwt.
Paris Green:	
1-lb. pkgs. (case lots	27½
	Sgle. Dble.
Up to 25 in.	$6.25 $9.00
Putty, 100 lb. drums	$3.25

Turpentine is now quoted as follows:

	Per Imp. gal.
1 bbl lots	65c
2 to 4 bbl. lots	64c
5-gal. lots	72c

Strictly pure Paris green is quoted as follows:

	Price per pound.
In barrels, about 660 lb.	22¼c
In Arsenic Kegs, 250 lb.	22½c
In 50 lb. and 100 lb. drums	23½c
In 25 lb. drums	23¾c
In 1 lb. packets, 100 lb. in case	24¾c
In ½ lb. pack's, 100 lb. in case	27¾c
In 1 lb. tins, 100 lb. in case	26¾c

Advance in Rope.—Rope has advanced two cents per pound and is now quoted as follows:

Pure Manila	16c lb. basis.
British Manila	13½c lb basis.
African Hemp	13½c lb basis.
Sisal	10½c lb. basis.

Advance in Galvanized Goods.—New and advanced prices have been issued on many lines of galvanized products, including fence staples, fence hooks, clothes line, fence wire, etc. The following prices are in effect on fence wire:

	Per 100 lbs.
Barb	$2.75
No. 9 Galvanized	2.50
No. 12 Galvanized	2.65
No. 13 Galvanized	2.75
No. 9 coil spring	2.55
No. 10 O and A	2.46
No. 11	2.52
No. 12	2.60

Galvanized clothes-line wire is quoted as follows: XX No. 19, $2.90 per 1000 ft.; XXX No. 18, $3.25 per 1000 ft.

Fence Hooks have advanced and are quoted in 100-lb. kegs at $3.60 per 100 lbs.; 25-lb. boxes at $3.85 per 100 lbs.

Galvanized and bright staples are now quoted as follows: Galvanized in 100-lb. kegs, $3.60 per 100 lbs.; 25-lb. boxes, $3.85 per 100 lbs.

Bright staples in 100-lb. kegs, $2.60 per 100 lbs.; 25-lb. boxes, $2.85 per 100 lbs.

Advance in Screws.—An advance has taken place in the price of brass and bronze screws. Bright screws remain unchanged and the discounts are as follows:

Flat Head Bright, 85-10-7½-10% off list.
Oval Head Bright, 80-10-7½-10% off list.
Round H'd Bright, 80-10-7½-10% off list.
Flat Head Brass .....75% off list.
Oval Head Brass .....70% off list.
Round Head Brass .....70% off list.
Flat Head Bronze .....70% off list.
Oval Head Bronze .....65% off list.
Round Head Bronze .....65% off list.
Flat Head tin'd and galv., 75-5% off list.
Round Head tin'dand galv., 72½-5% off list.

Copper Rivets Advance.—Solid copper rivets have advanced and are now quoted at 20 per cent. Burrs are quoted net list.

Other Changes.—Malleable fittings are now quoted at 35-5 per cent. Red lead, pure, is quoted at $10 per 100 lbs. Pure white lead in oil is now quoted at $10.60 per 100 lbs. in ton lots and $10.90 in less than ton lots.

Wire nails, harvest tools, screen wire, twine, poultry netting and other lines remain at last week's quotations.

Winnipeg

WINNIPEG, June 15.—Winnipeg and the West to-day watch with interest and high hope the western crop outlook. Present promises are excellent but should not cloud the reason. It is a long time yet to harvest. Much may happen between now and the time when all is threshed.

Western business is dull compared with the past half decade but there is much to encourage the man who stays. The worst is past. Liquidation has put all business on a rock bottom and the era of better times is at hand. "Better times" must not be translated into "boom." Business is however, really on a firm basis.

In hardware, builders' hardware is very dull and there are no big contracts or rush of building permits coming in to lead hardwaremen to expect a revival.

Summer stoves such as gasoline and kerosene cooking outfits have been quieter than anticipated. In fact sales of camp outfits generally have so far been a little disappointing. At the same time, the weather of the past ten days has been unusually cool for June and no doubt more seasonable weather will bring about brisker business.

White Lead Advances.—Since last review while lead here has had two advances of 75c per cwt., or $1.50 in all bringing the price up to $11.50 on all lots under 5 tons. Strength in lead and zinc will eventually react on paint lines. In this connection the very strong position of zinc products must not be ignored.

Linseed oil is for the moment steady but any symptoms of an industrial revival will put oils up. Whether the large stock of oil cake on hand which crushers are unable to market is a bullish or bearish factor is hard to say. It is certain that much capital is so tied up.

Barb Wire Scarce.—As intimated last week barb wire is scarce while the demand shows little falling off. There is an increasing demand for all kinds of woven wire fencing. The city demands have been up to expectations and country trade in these lines shows improvement.

Paris Green Advances.—Paris green is now quoted at 27½c in 1 lb. packages, and consumption of this commodity is likely to be heavy. Sprayers and mixtures have during the past two weeks been selling well.

Copper and Spelter.—Copper rivets are up approximately 10 per cent. The copper market generally is strong. With local shops busy in the manufacture of munitions as a factor in a world-wide demand for copper for the same purpose higher copper prices are inevitable.

In zinc spelter the situation is stronger than ever and notices for further advances in all lines of galvenized iron products are to hand. It is not possible to give quotations but galvanized plates, poultry netting, wire fencing, galvanized pipe, etc., are all steadily on the up grade.

COURSE FOR SHEET METAL WORKERS.

(Continued from page 46.)

E-F or F-G, or any of the sides of the plan (all being equal). Now set off on circumference of arc, repeating to complete the four sides of figure; draw lines joining these points, and also from each point to the centre F. The outline thus obtained will give pattern. If the article shown in Fig. 2 was an oblong, the method is the same other than in marking off the circumference; the long and short side must be marked off, as they would be shown in plan—that is, alternately.

Alexander Ramsay, president of the A. Ramsay & Sons, Montreal, was in Toronto for a few days this week on a business trip.

A Correction.

On the back cover of the May 8 issue of Hordware and Metal in the advertisement of Frank Mossberg Co., Attleboro, Mass., there appeared below the No. 14 socket wrench set the following: "Stock wrenches from $1.10 to $18.00." This should have head, "Socket wrenches from $1.10 to $18.00." In the same advertisement the Ford socket wrench set No. 30 is listed at $2.00. This should have read $4.00.

Branch of R. M. A. at Smith's Falls.

At a meeting held last week at Smith's Falls, Ont., a local branch of the R.M.A. was formed under the supervision of Eric C. Jamieson. The following officers were elected:

Pres., John Lewis, of Clark & Lewis (hardware); vice-president, A. B. Scott (general merchant); sec'y, W. S. Bell (jeweler); Executive—R. A. Van Lunen (general merchant); A. Leacock (hardware); Robt. Lucas, of Lucas & McCreary (grocers); R. W. Hawkins (hardware), W. H. Kerfoot (bookseller), G. H. Davison (ladies' wear), F. Montgomery (tailor).

Catalogues Wanted.

Hardware and Metal has received a letter from The Motor Car Equipment Co., 55 Warren street, New York, N.Y., stating that they are adding bicycle, motorcycle and motor boat accessories and equipment, and marine hardware, and invite manufacturers of the above lines to forward catalogues with discounts.

Conditions in the Paint Trade

Predicted Price Advances Have Taken Place—Ready-Mixed Paints Advanced This Week—The Future of Linseed Oil.

FOLLOWING repeated warnings through Hardware and Metal and by paint manufacturers, many developments have taken place in paint markets during the past few weeks. Last week Hardware and Metal's market reports indicated that white lead in oil had advanced $1.50 per 100 lbs., and from present indications it is altogether probable that a further advance will take place. As predicted in last week's issue of Hardware and Metal and in previous issues, an advance of twenty cents per gallon has taken place this week in the price of ready-mixed paints.

The war has forced new conditions upon the paint manufacturers and they have no power to stop them. Within two weeks' time pig lead advanced in price 50 per cent. Oxide of zinc, based on the present price of spelter, is over 300 per cent. higher than the price in effect before the war. The advances in these and other materials which are basis for mixed paints and wall finishes were bound to force up the price of ready-mixed paints and other paint products.

Quotations on some colors in oil have been seriously affected and in some cases withdrawn. Stocks of some dry colors are almost exhausted. Retail hardwaremen who have not protected themselves against high prices can only blame themselves, for repeated warnings in advance have been given in almost every instance before higher prices went into effect.

Recently, weakness has been shown in the flax market and in some places price declines have resulted. For some months past there has been considerable variation in the prices quoted by some jobbers of linseed oil. Several times the prices quoted in small lots by jobbers have been lower than the carload prices quoted by the crushers who gauge their prices to a great extent by the prevailing prices in the flax market. These jobbers bought oil many months ago when prices were very low and have had some of the low price oil on hand, thus enabling them to sell at lower prices than the jobbers who had to buy after the market had advanced. The Paint, Oil and Drug Review, in referring to linseed oil futures, states as follows:

"The recent break in flaxseed caused some inquiries for new crop linseed oil which developed the fact that summer deliveries of oil are being offered at more favorable prices than September-December contracts. This is due to two reasons—the value of July seed as compared with September-October options, coupled with the fact that cake cannot be sold for export this fall and winter within $3 or $4 per ton of what the crushers can get for the limited output of meal in the northwest during the next two or three months. With September seed selling at 3c or 4c more per bushel than cash seed, and September-December cake quoted at $3 or $4 per ton less than cash meal, crushers cannot make as low prices for fall and winter oil as for summer oil.

"Some few contracts have been placed during the past week for new

(Continued on page 54.)

Weekly Paint Markets

Montreal

MONTREAL, June 17.—An important general advance in the price of ready-mixed paint lines has been made by the manufacturers, following the rapid rise recorded in the lead and zinc markets. Taking effect on the 16th, the increases may be generally described as follows:

	Gallon.
House, floor and porch paints....	20c
Barn, bridge and roof paints ...	10c
Flat oil paints	15c

These three groups are an indication of the new basis adopted, and the many other lines which might be classified under these heads are similarly affected. It might be emphasized here that the increases which have been made do not cover the situation as it exists at the present time. Since the advance of $1.50 in white lead, upon which these changes were largely based, there have been further advances in that market, and it is stated in the trade that if the increases were made to properly indicate the market they would be nearer 40c than 20c the gallon.

The advancing lead market, the new high prices prevailing for zinc, and the weaker market for linseed oil are features of the week. Business is reported as continuing fairly satisfactory, with more interest being displayed in sorting orders as the result of depletion of spring purchases by good general consumption. That many people are doing their own painting is indicated in the brisk retail store demand.

Mixed Paints.—The decision of the makers to advance first-class paints 20c, second-class 10c, and flat tones 15c, came after a very unsettled period brought about by the unparalleled rise of the lead market. Even more radical price changes are said to be warranted by the present position. There has been no further discrimination as regards colors, the new increases being above the advances which went into effect on the 15th of April.

Linseed Oil.—Further declines are noted in the linseed oil market, although there appears to be difference of opinion as to whether the weakness has been caused by actual conditions in the flax market or by manipulation on the part of the speculative element. Crushers report that values are off about 2c from a week ago, and the fact that jobbers are not following the market down quite so quickly is a good sign for the welfare of the trade. During the rapid increases there were those who held the market back on account of cheap stocks on hand, with the result that competition became keener even than under normal conditions, and profits were cut to a very close margin. The following range now prevails, indicating reductions of about two cents:

	Raw.	Boiled.
1 to 2 barrels	78c-81c	81c-84c
3 to 5 barrels	77c-80c	80c-83c
6 to 9 barrels	76c-79c	79c-82c

Gasoline and Benzine.—The decline of ½c gallon on gasoline, noted a week ago, is not now effective on drums, there again being a spread as between drums and tank wagon. The former quotation is 14½c, as against 14c for the latter. Benzine is quoted at 14½c. Business is fair, but not so heavy as during the "spring-delivery" period of May.

Turpentine.—Weakness is indicated in the turpentine situation, the low quotation having been reduced by 2c. Refiners give the same price as for the past couple of weeks—64c—but jobbers who have been following the market down and reached that level last week have now gone below. The 62c quotation would indicate that some jobbers still have cheap stocks on hand. Following is the range:

	Per gal.
½-barrel lots	65c-68c
1-barrel lots	62c-65c
2 to 4 barrel lots	61c-64c
5 to 10-barrel lots	60c-63c

White Lead.—The two advances of 75c each made in the white lead market, as announced last week, do not by any means represent the rise that has taken place for this product. The present basis of $10.45, with 30c additional for less than ton lots, is likely to be sharply advanced again in the near future. The metal market quotations show that lead has gone up 1¼c in the past week, and almost 3c in less than a month.

Zinc in Oil.—There is practically no market for zinc. Such is the state of the market that for both dry and in oil the quotations have been altogether withdrawn and are only given from day to day—and order to order. At writing, quotations of both 30c and 40c were heard in the same hour, and there are reports of as high as 50c being asked. Each jobber quotes according to his stock on hand. The figures mentioned contrast with prices of about 14c before the recent upward movement commenced.

Red Lead.—Red lead has been advancing rapidly in sympathy with the market. In addition to the increases recorded in the quotations last week, further changes have been made to raise the figures about 50c. Red lead in large casks is now quoted at $9.75 and in 100-lb. kegs at $10.25.

Colors.—The lead situation has diverted attention from the colors for the time being, but the situation has not had any opportunity to improve—in fact, the shortage of certain imports naturally becomes more acute as time passes, and there is no promise of an early opportunity of replacing the rapidly exhausting stocks. An advance of 1c lb. on certain greens in oil is about the only change in quotations given this week.

Glass and Putty.—The glass situation is becoming better defined and much more steady in relation to the price basis. Putty continues firm on small demand, with advances in whiting being predicted.

Toronto

TORONTO, Ont., June 17. — The feature in the paint market this week has been the sharp advance in mixed paints. This was fully anticipated in these columns, as it was apparent that the old schedule could not be maintained after white lead and zinc had reached such a high level. The continued advance of pig lead has completely unsettled the market and another advance in white lead is anticipated. Red lead dry is even in a worse condition and that also is expected to advance further. The change in prices of mixed paints covers all brands and includes porch paints, barn paints, inside floor paints



Summer and Ingersolls

Hardware stores will find their Ingersoll watches selling best during the warm months.

Men will be laying aside their vests. Hundreds of thousands of them will also lay aside their jeweled watches and buy Ingersolls to slip in their coat pockets.

A Dollar Watch Eases the Mind

While away on vacations, on outings, or while indulging in Summer Sports, people want to be spared from worrying about a possible accident to their valuable watch. And they are willing to pay a dollar or two to be spared the worry. Just a suggestion will remind them that an Ingersoll is the watch for these summer uses.

The way to make that suggestion is to show up the watches in your window. A good window display of Ingersolls at this season, when they are so appropriate, will bring good substantial business, possibly more of it than anything else you have will bring at this time.

Robt. H. Ingersoll & Bro.

200 McGill Street Montreal, P. Q.



What This Trade-Mark Means—

It means satisfaction for your customers and profit for yourself. For every package bearing this mark is backed by the skill and knowledge resulting from 57 years of most successful varnish making.

Avail yourself of the sure protection afforded by this mark. Sell to your trade a varnish that has proven itself —by years of actual service —a product of sterling merit. Write for dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(72)

and floor enamels, flat oil paints and shingle stains. Business continues good in the country districts but rather quiet in the city, although the warmer weather has had a beneficial effect. Collections are slow.

Linseed Oil.—The flaxseed market is quiet and oil quotations are at the same level as last week. There is little of interest to note in this market and business is quiet. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single barrels	.80	83
3 to 5 barrels	.79	82
6 to 9 barrels	.78	81

Turpentine.—The market is quiet, but firmer at Savannah. Production is less than last year, and stocks are light, which is having a tendency to make the market firm. The local demand is light and prices are unchanged. The following prices are being quoted in Toronto: Single barrels, 65c; 2 to 4 barrels, 64c, and 5-gallon lots, 72c, per Imperial gallon.

Mixed Paints Advance.—As was predicted in Hardware and Metal last week, prices of all mixed paints have advanced and quotations are now 20c per gallon higher. This 20c advance includes house and porch paints of all shades, also inside floor paints and enamels. Flat oil paints have advanced 15c a gallon and second grades are also 15c higher. The minimum price for barn paints has been raised from 90c to $1 per gallon, and 85c per gallon is the minimum for shingle stain.

These higher prices are the result principally of the recent sharp advance in lead and zinc and oil, although all raw materials are increasing in cost.

White Lead.—Lead is very firm at the sharp advances announced last week. If pig lead continues to advance another change in the lead schedule will be imperative. All quotations are subject to immediate acceptance and the booking date has been cancelled.

Red Lead.—An advance of 50c per cwt. has been announced and the market is very strong. The sharp advance in pig lead has unsettled the market and higher quotations for red lead are not improbable.

Colors in Oil.—Permanent greens in oil have advanced 1c per pound. All quotations are very firm and higher prices for some colors may be expected.

Glass.—Business continues dull with no prospects of any immediate improvement. No change has been made so far in the list. Although there is a possibility of something being done to improve conditions.

Whiting.—Supplies are scarce and high ocean freight rates are tending to further increase the price of whiting.

Putty.—The market is dull and featureless. The following prices are being quoted for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.50
Bulk drums, 100 lbs.	2.70
Bulk drums, 50 lbs.	2.75
Bulk drums, 25 lbs.	2.80
Bulk drums, 12½ lbs.	3.05
Cased tins, 25 lbs.	3.00
Cased tins, 12½ lbs.	3.20

CONDITIONS IN THE PAINT TRADE.

(Continued from page 51.)

crop linseed oil. It would seem that buyers will make a mistake if they buy too freely at the present time, as some conditions seem to favor increased acreage and a warm summer with plenty of moisture in the ground. Furthermore, it is a long time ahead to speculate. On the other hand, there may be no extreme heat in the flax belt in July and August. These and other conditions make the buying of linseed oil now for delivery next September a very uncertain transaction.

"The flax acreage is showing some increase, as Northwestern farmers are taking advantage of the excellent condition of the soil to sow flaxseed because it is too late to plant other grains. Predictions are made that the crop by the end of June will present a fine appearance. It is probable with such a forecast becoming a reality the speculators may sell more seed at reduced prices, although here is presented the argument that both the speculator and the farmer will sell against the growing crop. Should seed go to $1.50 per bushel it would make linseed oil a good purchase.

"The only way to estimate the flax acreage is by averaging all the guesses of the railroad men, the elevator men and the so-called "crop experts." According to the talk on the boards of trade in the Northwest, the United States' acreage will be short from 20 to 30 per cent. In Canada the estimate of decrease is 40 to 50 per cent., but even with these reductions in acreage, with perfect weather we might have a larger crop than last year. Of course, good weather all through the summer could be offset with killing frosts and rain at harvest time.

"With a short 1914-1915 crop in both the United States and Canada, and little or no seed carried over into the new crop year, heavy imports from Argentine will again be necessary, and it is more than likely the acreage in that country sown to flaxseed will be reduced in favor of other grains which will yield the farmers larger profits."

NEGLECTING LAWN TOOL BUSINESS.

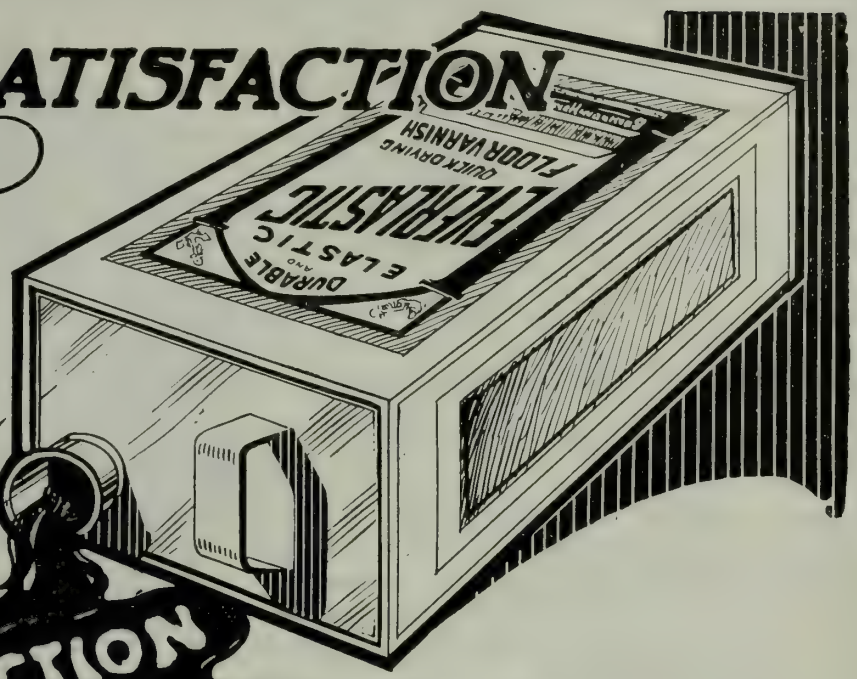
Continued from page 35.)

other lines. Four neat show cards were used. Why not run a good garden tool display next week—feature lawn tools in your advertisements, and talk lawn tools to customers. Put on a week's campaign on garden tools and see the results—more profits for you—satisfied and more progressive customers—and a more attractive town to live in. Get one or two people started in each block to fix up their lawns and homes, and they will soon have a large following, and you will soon have more customers buying goods that carry a nice profit.



Window display of paint by D. W. Stothart, Newcastle, N.B., showing a simple, yet effective arrangement in which the manufacturer's selling helps have been used.

SPREADS SATISFACTION on any floor



SATISFACTION

"EVERLASTING and ELASTIC"

are the words from which the name of our quick-drying Floor Varnish

"EVERLASTIC"

has been derived. The two qualities of durability and elasticity account for the general satisfaction this Varnish is giving to consumers throughout Canada.

Hardwood floors are usually the pride of the householder, and when you recommend to them a Varnish like

"EVERLASTIC"

they feel that you have done them a good service.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 32
Pattern, lb. 32

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 30 & 2%; "Regal" Dense Smokeless Powder, 30 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Pwdr, 30 & 2%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%. 90 days net. Remington, 25 and 7½%; Nitro Club, 25 and 7½%; America, 30, 10 and 10%; New Club, 25%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $9; net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger, 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGURS, POST.

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz.	9 00	
Samson, single bit, handled, doz.	12 50	
Samson double bit, doz.	12 50	
Samson flooring axes No. 2 doz.	9 75	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 36
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c. lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE.

	Montreal	Toronto
Single bbls., gal.	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

	Per lb.
Springs, sheets, up to 20 gauge	0 33
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BARS (Clothes).

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range).

30-gallon, Standard, $4.50; extra heavy, $7.
30-gal. Standard, welded $5 50
30-gal. Standard, riveted 5 75
30-gal. extra heavy 8 00

BOARDS, BAKE.

	Per doz.
No. 0, ¾ inch rim, 16x22	4 25
No. 1, ¾ inch rim, 18x24	4 75
No. 2, ¾ inch rim, 18x28	5 25
No. 3, ¾ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing).

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash).

	Per doz.
Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lb., per doz.	15 30
Weighted, 20 lb., per doz.	20 25

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Am., low	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING.

	Per gal.
Roofing cement (in bbls)	0 17
Cement (in 5 and 10 gals).	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; 7-16 in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each $35 00

COPPER.

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH).

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz.	3 75
Ideal egg boxes, with filler, 12 doz. size, per doz.	3 50

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 50
All bright, 52 sheets	4 25	4 60

	Galvanized. Apollo	Crown	Gorbals
18x24x52	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47	6 25	6 25	6 25
20x28x94	12 50	12 50	12 50

M.L.S. and Famous—	Per box
IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—	
IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75
"Allaway's Best" Standard Quality.	
IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES BRIGHT.

Bessemer Steel—	
IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.



We Manufacture in CANADA

EVERYTHING FOR THE PLUMBER

Everything in

Babbitt Metals.

We Carry in Stock

EVERYTHING IN METALS

Our prices will interest you.

WRITE FOR CATALOGUE "A"

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG

The full line is a valuable asset to S-W Agents in securing the bulk of the paint and varnish business.

Successful merchandising depends on the volume of sales as well as on the quality of the goods. For this reason Sherwin-Williams Agents should lose no opportunity of introducing S-W products to their customers.

The uniform high quality of all Sherwin-Williams products is the key-stone that enables S-W Agents to build up a large and successful paint and varnish business. Satisfied customers come back when they have further requirements and they frequently recommend goods that have pleased them, to their friends.

The best advertisements for S-W products are the goods themselves—the sale of a can of Buggy Paint, Barn Red, or Floor Paint, etc., often results later on in a profitable order for SWP or Flat-Tone. Make permanent customers for your store by pushing the full line of Sherwin-Williams Paints and Varnishes.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE



THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ...	7 00	7 00
I X, 14 x 20 base ...	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

F

FILES AND RASPS. Per cent.

Great Western American..	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond .....60—10	
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over ...	18
	Toronto.
Any quantity, in bbls. ..	18
Drums, 40-gal., per gal..	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30

Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz. ...	4 00
Leather, 1½-in., per doz. ..	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs., and over	0 06
Masons, 5 lbs. and over ...	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) ... ..Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz. ...	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes. 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr. ...	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40

Stearns wood track. Special.

Zenith	9 00
Atlas, steel covered ..	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs., ...	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ..	5 00
Over 12 in., per 100 lbs...	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	English Canadian	Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70	10%
Corrugated, 1½ in., ft....	0 11
Corrugated, ¾ in., ft.....	0 14½

Cable, 70%.

Leader, 60 and 10%.

I

IRON AND STEEL.

	Montreal	Toronto
Angles .....base	2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel ..	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel ...	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel...	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel....	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch.....	0 05½
1 7-16 to 3 inch.....	0 65

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots $10 00	
Less than case, 25c per 100 lbs.	
72x30 up to 26 gauge, case lots	10 50

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 00
Sad irons, common, plain..	5 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each....	3 50
Ideal Gasoline, each	3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator .....18c and	20c ft.
Perfect	22c ft.
Chair Ladders, each $2 00	
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft...	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.....$3 00		42 ft.....$ 7 95	
22 ft.....	3 30	44 ft.....	8 36
24 ft.....	3 60	46 ft.....	8 74
26 ft.....	3 90	48 ft.....	9 12
28 ft.....	4 20	50 ft.....	9 50
30 ft.....	4 50	52 ft.....	11 44
32 ft.....	4 80	54 ft.....	11 88
34 ft.....	5 78	56 ft.....	12 32
36 ft.....	6 12	58 ft.....	12 76
38 ft.....	6 46	60 ft.....	13 20
40 ft.....	6 80		

(Common Extension).

20 ft. each $2 60	
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20

Single ladders, short nose, 1c per foot additional.

18 ft., each	1 96
20 ft., each	2 40
8 ft., each $0 80	

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.

Banner Buggy $11	00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.....	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby..	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath..	0 17
32-gauge, galv. metal lath..	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 9c lb.

Sheets, 2½ lb. sq. ft.	9 50	9 50
Sheets, 3 lb. sq. ft...	9 25	9 25
Sheets, 3½ lb. sq. ft.	9 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	8 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross.....	42 00
Indian snap, per gross.....	38 00

MACHINES (WASHING).

	List Each
Canadian .....$	5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
B.T. Bonnie, style A.....	4 25
B.T. Bonnie, style B.....	4 50
B.T. Ideal	6 00
B.T. Ideal Water Motor....	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor.	12 00
B.T. Vollmar, No. 2.....	6 00
B.T. Vollmar, No. 3	6 50
Waverley	7 50
New Century, style "A"...	9 00
New Century, style "B"...	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive ...	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand..	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

Lay a foundation for a Big Future

in your paint and varnish department by starting to sell

Jamieson's

PAINTS AND VARNISH



Dealers who handle this line make a **big thing** out of it because it invariably brings the customer back and back again for more and bears a splendid profit.

WE HELP BRING CUSTOMERS TO YOUR STORE by our extensive selling co-operation.

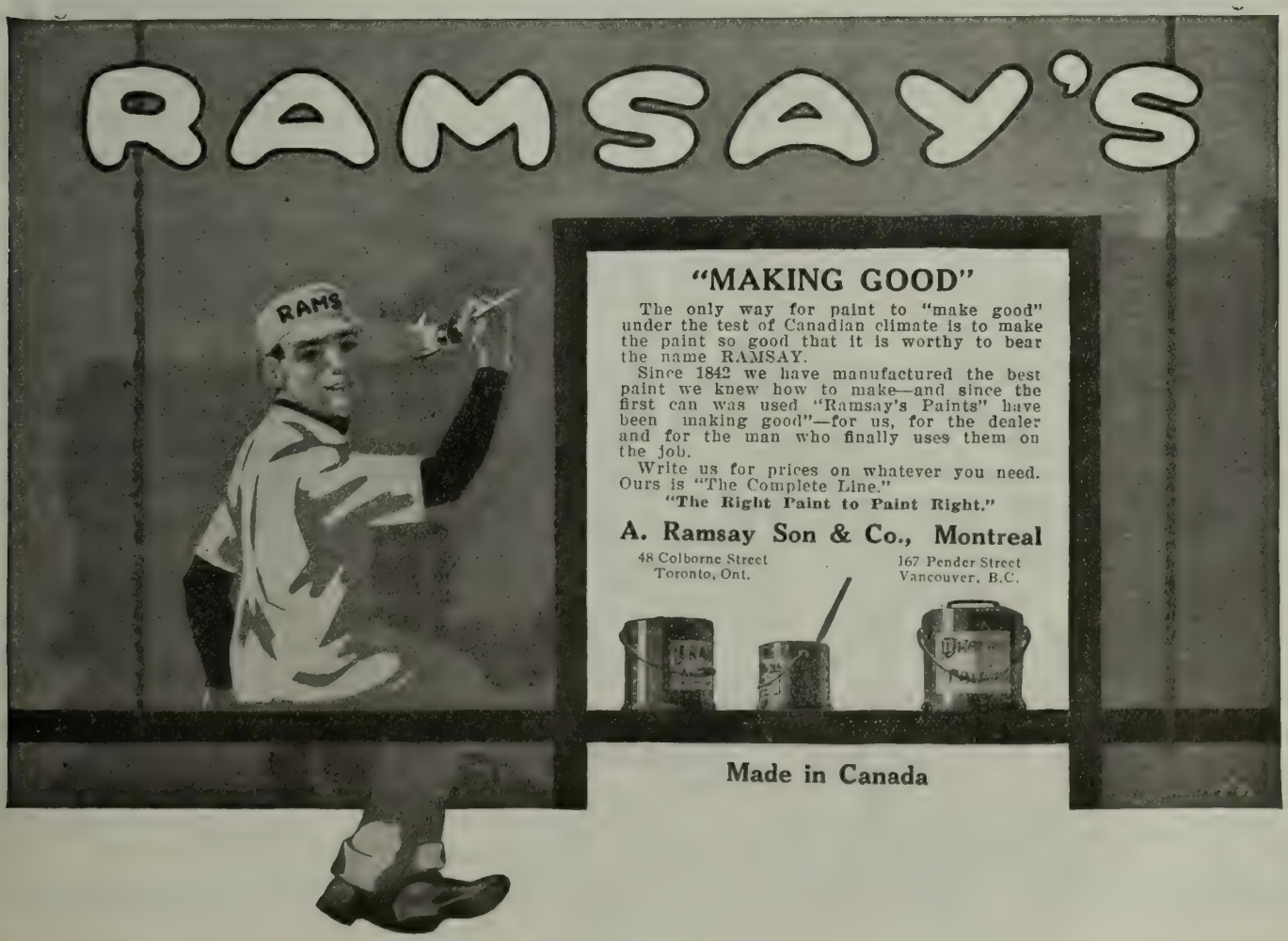
Write for our proposition.

R. C. JAMIESON & CO., LIMITED
Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

RAMSAY'S



MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 17 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails. Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.
Galvanized roofing nails, $6.50.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2⅛ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 40 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1640 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English)..7 00-7 50
Navy (English) 6 00
Plumbers (spun).....4 00-4 25

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 25
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto
Tea lead, pack, 4½c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc.), 5c.
Brass, heavy, 10½c lb.
Brass, light, 8½c lb.
Zinc, heavy, 17c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 .... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 19
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in., (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.

Buttweld. Size.	Per 100 feet. Black.	Galv.
¼" and ⅜" .....$	2 22 $	3 66
½"	2 72	4 42
¾"	3 11	5 40
1"	4 59	7 99
1¼"	6 21	10 81
1½"	7 13	12 92
2"	9 99	17 39
2½"	15 80	27 49
3"	20 00	35 95
3½"	24 84	43 34
4"	28 43	51 23
Lapweld.		
3" .....$	11 47 $	18 87
2½"	16 38	0
3"	21 42	36 72
3½"	25 76	44 16
4"	30 52	52 32
4½"	38 10	62 23
5"	44 40	72 52
6"	57 60	94 08
7"	78 54	123 70
8"x25 lbs. per ft..	82 50	130 00
8"x28 lbs. per ft...	95 04	149 76
9"	113 85	179 40
10"x32 lbs. per ft.	105 60	166 40
10"x40 lbs. per ft.	135 96	214 24

PIPE (LEAD.)
Lead pipe, $11.25.
Lead waste pipe. $12.25.
Traps and bends, 25% off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths ... 3 45
3 inch, in 10-ft. lengths ... 4 20
4 inch, in 10-ft. lengths ... 5 53
5 inch, in 10-ft. lengths ... 7 60
6 inch, in 10-ft. lengths ... 9 25

PITCH.
Pine, black, per bbl 4 25
Pine, green, per bbl. 4 75

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)

	Montreal	Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 25
Heads, per 100 lbs., ..	2 65	2 45
Tank plates, 3-16 inch	2 70	2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 ....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS.
B.T.—Fig. 600 ..... 3 75
B.T.—Fig. 700 ..... 6 00
B.T.—Fig. 800 ..... 8 50
B.T.—Fig. 900 ..... 10 00

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 20%; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10½
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

SAWS.
Simonds' Hand, 15%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.
Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 60 10
Square cap ..... 50 and 5
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	3 00	2 90
12 gauge	3 00	2 90
14 gauge	2 85	2 75
16 gauge	2 85	2 75
18-20 gauge	2 85	2 75
22-24 gauge	2 85	2 75
26 gauge	2 95	2 85
28 gauge	3 00	2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00

Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20	5 80	5 55	5 80
22-24	6 00	5 80	6 00
26	6 25	6 05	6 25
28	6 50	6 30	6 50

Colborne Crown — 16-20 gauge, $4.60; 22-24 gauge, $4.80; 26 gauge, $5.05; 28 gauge, $5.30.

Apollo Brand.	Montreal
14 gauge	5 30
16 gauge	5 30
18-20 gauge	5 50
22-24 gauge	5 60
26 gauge	5 70
28 gauge	6 20
10¾ ozs.	6 40

Youngstown "New Process," Toronto.

14 gauge	4 05
16 gauge	4 05
18-20 gauge	4 25
22-24 gauge	4 55
26 gauge	4 45
28 gauge	4 95
10¾ ozs.	5 15

Less than case lots, 25c extra.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

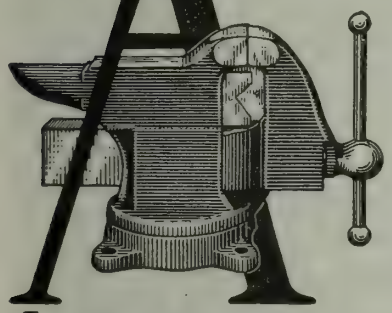
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It's a Pink anyway you take it, and it's the best Peavey made.

AUTOVISE



No other vise so suitable for all kinds of Automobile Repair Work

THIS VISE is a combination of vise jaws, pipe jaws and anvil. Made swivel base and stationary base types. Large size for heavy repair shop work. Small size for private garage.

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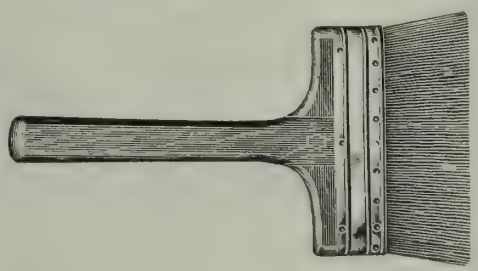
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Rock Island, Illinois

Kalsomine and Whitewash Brushes

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That Bring and Hold Customers



A good brush is the first necessity for doing a good job—one that will flow the color smoothly, without streaks, and not shed bristles onto the surface.

Keystone Kalsomine Brushes are good enough to always bring a customer back for more—and now is the season to sell them. Are *you* stocked?

For prices and other information write—

Stevens-Hepner Co., Limited

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Mr. Merchant: ARE YOU LOOKING FOR LOW-PRICED SCISSORS?

"ACME" BRANDS ARE STANDARD FOR LOW-PRICED CUTLERY.

Our Experience of Forty Years in Scissor Making Guarantees to You the Best Goods in this Quality.

We want every merchant in Canada to investigate the wonderful line of Scissors and Shears we are producing. New patterns have been added to our line, consisting of Embroidery Scissors, Manicure, Nail and Cuticle Scissors, etc.



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Our New W-4 Catalog Is Now Ready.

Many New Styles of Scissors, Shears, etc., Shown.

THE ACME SHEAR CO., BRIDGEPORT, CONN., U.S.A.

Canadian Representatives: A. MACFARLANE & CO., Limited, Montreal, Que.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 24
Easy 0 25
Star Extra 0 27
Strictly standard wiping. 0 27

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $4 00
Fence staples, galvanized, 25-lb. boxes 4 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN).

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each ..$ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.
Lamson, 40 and 7½%.

TRACK.

B.T. Double Angle ..... 11c ft.
B.T. Double T. ..... 10c ft.

TRESTLES.

5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each.6.00

TWINE (Binder.)

650 ft., per lb. 0 14½
600 ft., per lb. 0 11¼
500 ft., per lb. 0 09½
500 ft., per lb. 0 09
5-ton lots, ⅛c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in. ...	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in. ...	....	10 25
100 ft., 2½ in. ...	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in. ...	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net	12 42
No. 52, doz., net	13 82
No. 63, doz., net	15 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest.
Nests of 3—0, 1 and 2.....	$2 11
Nests of 3—1, 2 and 3.....	2 48
Nests of 4—0, 1, 2 and 3....	3 03

WOOD TUBS.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 42½%.
Copper tea and coffee pots, 42½%.
Copper pitts, 25%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits, 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.
Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.05; No. 18, $3.15; No. 19, $2.85; 6 wire solid line, No. 17, $4.60; No. 18, $3.25; No. 19, $2.95. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.05. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering. 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft., rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

	Toronto	Montreal
Barb	3 02	3 05
No. 9, coil spring..	2 90	3 00
No. 9, plain galv..	2 80	2 95
No. 12, plain galv.	2 95	3 10
No. 13, plain galv.	2 90	3 20
O. & A., No. 10 ...	2 46	2 46
O. & A., No. 11....	2 52	2 52
O. & A., No. 12....	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each .....$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks	0 36	0 25
Part cask	0 37	0 25½



A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

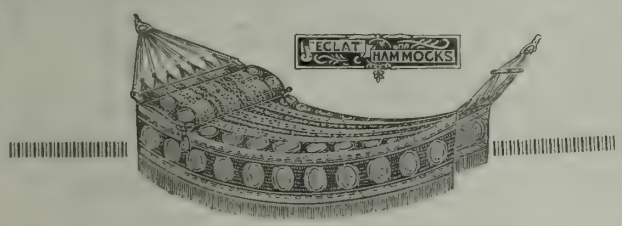
Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.



The distinctive colorings and patterns, and price of

HOHLFELD HAMMOCKS

will help you make the most of your hammock department

Although better by far they cost no more than ordinary hammocks; and when you sell a Hohlfeld Hammock at any price you are giving the **best value possible** at that figure. The yarn used differs from that used in others. It brings out the design and colors and at the same time adds strength to the fabric.

And there are other good features. Drop us a line to-day for full information.

PROMPT SHIPMENT.

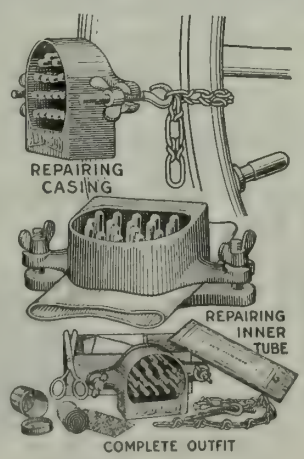
The Hohlfeld Manufacturing Co.

PHILADELPHIA, PA.

Canadian Agents:
Mackenzie Bros., Winnipeg.
Wm. Rogers, 91 Youville Sq., Montreal.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble.* And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

Write for dealer's proposition.

ADAMSON MANUFACTURING CO.

67 BAY ST. N. .·. **HAMILTON, ONT.**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COATING.

Cement Coating	$2 55 3 00

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 07
Burnt Umber, 100 lb.	0 07
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs	0 12
Chrome green, pure	0 13
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 36
Venetian red, best bright	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 14
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 04
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 16
Indian red	0 19
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 18
English common sheet	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 46
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	....
86 to 90	....
91 to 95	....
96 to 100	....

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 8[illegible]
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 96	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated	0 12
Zinc, pure	0 30

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine	$10 75	$10 90
"Anchor," pure	10 45	10 60
Green Seal	10 45	10 60
Brandram's B.B. Genuine	11 75	11 90
C.P. Co. decorat's pu.	10 45	10 60
Crown and Anchor, pure	10 65	10 80
Decorator's Pure (Wpg)	....	10 45
Moore's Pure White Lead	10 45	10 60
Painter's Perfect	10 15	10 10
Ramsay's Pure Lead	10 45	10 60
Ramsay's Exterior	10 15	10 40
Tiger Pure	10 45	10 60
"James Genuine"	....	11 25
Stephen's H. P. P. (Winnipeg)	....	9 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	9 75	9 75
Genuine, 100-pound kegs, per cwt.	10 25	10 25
Less quantity	....	9 65

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots	$16 50
2 lb. pkgs., per 100 lbs.	16 50
5 lb. pkgs., per 100 lbs.	12 50
25 lb. pkgs., per 100 lbs.	11 50
100 lb. pkgs., per 100 lbs.	10 00
200 lb. kegs, per 100 lbs.	9 75
300 lb. pkgs., per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OILS (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls. See weekly report

PAINTS (PREPARED.)

	Per gallon
Sherwin - Williams paints, base	2 30
Canada Paint Co.'s pure	2 30
Elephant and Prism	2 05
Benj. Moore Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 30
Fresco-Tone, in quarts	2 15
Ramsay's paints, pure	2 10
Ramsay's paints, Thistle	1 90
Martin-Senour, 100 p.c. pure	2 30
Senour's floor paints	2 00
Jamieson's Crown and Anchor brand	1 90
Jamieson's Island City	1 95
Stephens' House Paint (Winnipeg)	2 05
Stephens' Floor Paint (Winnipeg)	1 85
Silkstone Wall Color	2 25

PARIS, PLASTER.

Per bbl.	2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	22	22¾
250-lb. casks	22¼	23
100-lb. drums	23¼	24
50-lb. drums	23¼	24
25-lb. drums	23½	24¼
1-lb. pack., 100 case.	25½	26¼
½-lb. pack., 100 case	27½	28¼
1-lb. tins, 100 case.	26¼	27¼
½-lb. tins, 100 case.	..	29¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks	9-9½
Orange Mineral, 100-lb. kegs	9½-10

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	$0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls.	See weekly report.	

SLATING. Gal.

2 to 4 bbls.	0 60	0 64
Liquid Slating, B.B.		$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans	1 15

VARNISHES.

	Per gal.	cans
Liquid Granite		$3 00
Elastic Interior	3	00
Elastic Outside	6	00
Luxeberry, light	3	00
Luxeberry, white	5	00
Luxeberry, spar	4	50
Luxeberry, spar	4	50
Luxeberry, exterior	5	00
Dugloss finish	3	00
Carriage, No. 1	1	50
Excello	2	00
Mar-Not	2	70
Elastic Oak	1	50
Light oil finish	1	35
Gold sized japan	2	00
Baking black japan	1	35
No. 1 black japan	0	95
Crystal Damar	2	50
No. 1 Damar	2	25
Oilcloth	1	50
House painters' white jap.	1	95
Elastilite varnish	2	25
Copaline varnish	2	25
Granitine floor finish	2	25
Jamieson's floor enamel	1	75
Sherwin-Williams' KOPAL varnish	2	50
Canada Paint Co.'s SUN varnish	2	25
"Flint-Lac," coach	1	30
B. H. Ltd., "Gold Medal," cases	1	80
Dependon Lt. H. Oil Finish	1	55
Everlastic Floor	2	30
Flattine floor finish	3	00
Stovepipe varnish, ½ pints, gross	9	00
Pure white shellac varnish	2	15
Pure orange shellac varnish	2	00
No. 1 orange shellac varnish	1	85
Kyanize floor finish	3	25
Kyanize cabinet rubbing	3	25
Kyanize spar	4	25
Kyanize stains	3	25

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅞
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 10

Hardwaremen! At Your Service For Rush Orders

If we receive your order to-day for stock material, shipment goes forward TO-DAY--

If you order special sizes, our shops are equipped to turn out your work promptly.

It's Good Business, Mr. Hardwareman, for You to Have Our Monthly Stock List Each Month. Send for it To-day.

We protect our Customers on prices, allowing a good margin for profit.

Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 11½c; 3 in., 17½c.

BOLTS.
Carriage, ¾ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ¾ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅝, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz. $2.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¾c.; ⅝, 5¼c; tie out, 70 and 10 per cent

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27 No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft. $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent. off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	5 75	6 00
28 Am. or 26 Eng.	5 50	5 75
26 Am. or 26 spec'l	5 25	5 50
24 Am. and Eng..	4 85	5 10
22 Am. and Eng...	4 85	5 10
18 & 20 Am. & Eng.	4 75	5 00
16 Am. and Eng...	4 60	4 85

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. .. 7 50

LEAD PIPE. $8.25—$9.25.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Galvanized.	Tin
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9; 1¼, $12.15; 1½, $14.40; 2, $19.45. Galvanized—2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55; 6 inch, $72.

PLASTER. Paris, per bbl., $3.25

PLATES CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 41c; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 48c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell). 37½% off.

SAWS, BUCK.
Hanpy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 16c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; barrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs., and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, $2.25; Winnipeg, $2.60; Glidden 2-point, Fort William, $2.07; Winnipeg, $2.40; Baker 2-point, Fort William, $2.05; Winnipeg, $2.37; Alberta 2-point, Fort William, $1.90; Winnipeg $2.18; American special 2-point, Fort William, N.B., $1.65; Winnipeg, $1.90 N.B.; plain twist, per 100 lbs., Fort William, N.B.; $3.05; Winnipeg, $3.45; coil spring, No. 9 (coiled), per 100 lbs., Fort William, $2.50; Winnipeg, $2.90; No. 12 (coiled), Fort William, $2.65; Winnipeg, $3.05; plain galvanized wire, No. 9 (plain), Fort William, $2.45; Winnipeg, $2.85; No. 12 (plain), Fort William, $2.60; Winnipeg, $3.
Patented screen, in 100-ft. rolls, $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$2.90 base.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass spare wire, per lb., 45c

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.

Value for Both Sides of Your Dollar



The art of spending money is a greater one than that of making it. Yet far more has been taught, written and lectured on the subject of the making of money than about the spending of it.

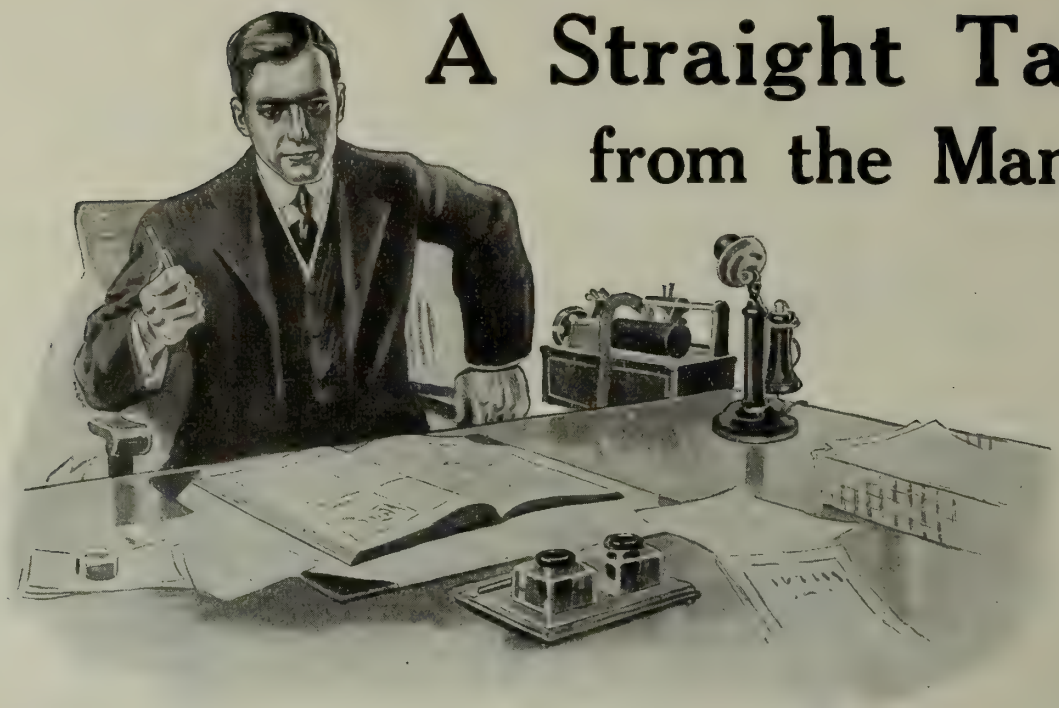
This doubtless inspired the old adage that a fool and his money are soon parted. To-day the world is too busy making money to stop and study the best ways of spending it.

Price is not the same as Value; for Price is what you pay for an article, while Value is what you receive in Merchandise—plus—Service.

Many years ago we began studying the ways to make both sides of our Customers' dollars represent Value to them when spent with us, and to-day it is recognized that our Merchandising represents Value.

Daily our efforts are toward making a bigger and better organization to back up our policy, and while to-day we are giving the best we know how, to-morrow we hope to make it better.

MILLER-MORSE HARDWARE CO LIMITED
"THE BIG WINNIPEG HOUSE"



A Straight Talk from the Manager

It Pays To Know

THE other day an Ontario hardware merchant was fined $10 for selling a revolver to a customer who had not secured the necessary permit.

That hardwareman is a respected citizen. He had no more intention of breaking the law than you or I. But either he, or his clerk who made the sale, *did not know* that the law required anyone buying a revolver to first secure a permit. And so the dealer's profits for the month will be $10 less—not counting legal expenses.

Now, the Act governing the sale of firearms has been published in full by Hardware and Metal two or three times, and subscribers who make it a point to study each week's issue of their trade paper will pay no $10 fines because they did not know.

This incident is just another concrete example of how it pays, in real money, to study Hardware and Metal—news and advertising pages alike.

J. G. L.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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TINSMITH AND PLUMBING BUSINESS FOR sale—proprietor going to the front; only shop in town of a thousand population; good business. Apply F. G. King, Biggar, Sask.

FOR SALE—HARDWARE BUSINESS IN the best mining district of Northern Ontario. Stock about $6,000.00. Will either sell or rent buildings. Fine surroundings and splendid opportunity. Purely personal reasons for selling. Box 192, Hardware & Metal. (25)

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WANTED — RELIABLÆ ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

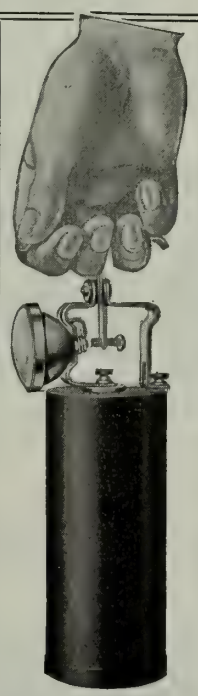
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will add to your profits.

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Put in a stock of
"VERILITE"
Battery Attachments
Cost $7.80 per doz.
Retail at $1.00 each

Others are selling large quantities—so can you.

Fits any No. 6 Battery
ORDER TO-DAY
Made in Canada by
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HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed .....

Town .....Province .....

Lovers of Things Canadian

will find a wealth of interesting information on national Canadian affairs and interesting facts about prominent Canadian characters, Canadian enterprise, and the value of our country's national resources, in each issue of

MacLean's Magazine

The editorial contents of July MacLean's will include the following features:

An article on the Building Situation in Canada, showing that the present is a good time to build from an economic as well as a patriotic standpoint.

"Our Mountain Heritage" is the title of an article on the value of the Rocky Mountains from a national standpoint by Prof. Sissons. It will be illustrated by some particularly fine views in the Rockies.

H. F. Gadsby will contribute an article on William Findlay Maclean, of the Toronto World.

An article on Efficiency, outlining some of the steps which have been taken by Canadian firms to improve their methods and their output. This article was arranged for last month, but had to be held over.

"Masterfulness and Physical Vigor" is the title of Dr. Marden's article.

Biographical articles will appear by E. J. Dennis, of Calgary, the Irrigation expert, and Mrs. Nellie McClung, of Edmonton, who played a big part in the downfall of the Roblin Government in Manitoba.

A short article on the greatest fishing section of Canada, the Temagami, will appear.

The fiction will include instalments of the two serials and short stories by Alan Sullivan, L. M. Montgomery, and a war story by Mrs. Cuthbert, who manages the Cuthbert tours in Europe. Mrs. Cuthbert is a new writer but a very promising one.

Get your July copy from your newsdealer.

20 Cents a Copy. **$2.00 a Year.**

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SHOT—High and Low Carbon
INGOTS—Two Sizes 25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock, wire and tubes.

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that fills a long-felt want

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FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

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To dun a man evokes irritation. "Please remit" shows a spirit of vengeance. Then he makes you wait longer. Use our COURTESY Labels and you'll get your money without leaving a sting.

Little Business Courtesies Make More Business

Our handsomely embossed "THANK YOU" stickers in recognition of payments or orders create good feeling.

1000 as per illustration, embossed in red, sent anywhere, $2.00.

Send 50c for assorted package.

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are unequalled for cutting and wearing qualities.



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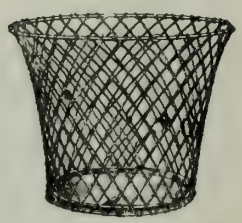
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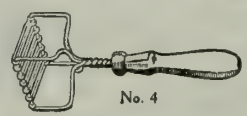


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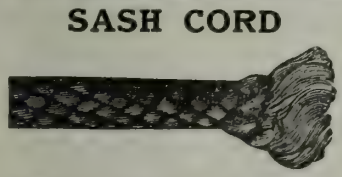
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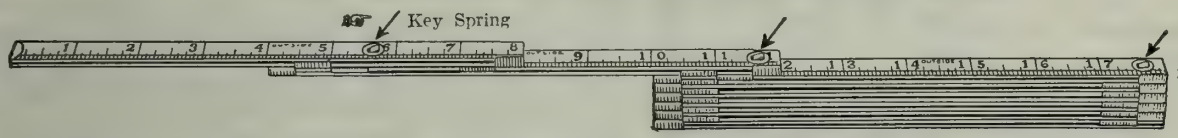
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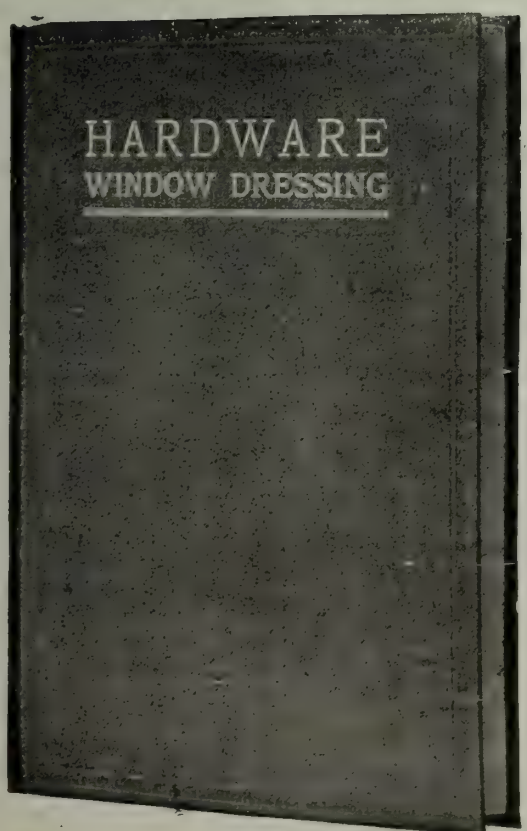
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Co., Southington, Conn.

Tin Plate.
A. C. Leslie & Co., Montreal.

Tinware.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers.
Richards-Wilcox Canadian Co., London, Ont.

Tools.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington & Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas,

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Track, Barn Door.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Track Systems.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Travelling Cranes.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tripods.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Trowels.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Trucks, Feed, Floor and Platform.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught.
Canadian Consolidated Rubber Co., Limited, Montreal, Que.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

Tungsten Lamps.
Basters, Jackson & Co., Toronto.
Canadian Sunbeam Lamp Co., Ltd., Toronto.
Mainer Electric Mfg. Co., Winnipeg.
Ontario Lantern & Lamp Co., Ltd., Hamilton.

Vacuum Cleaners.
The Daisy Vacuum Cleaner Co., Ltd., Birmingham, Eng.

Vacuum Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.

Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto.

Vulcanizing Outfits.
Adamson Mfg. Co., Hamilton.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

Wall Scrapers.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Washing Machines, Electric and Power.
Easy Washer Co., Toronto.
The Maytag Co., Ltd., Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.

Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton,
Easy Washer Co., Toronto, Ont.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg, Man.

Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.

Washers.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Water Bowls.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

C. S. Norcross & Sons, Bushnell, Ill.

Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips.
Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Miller, Morse Hdwe. Co., Winnipeg.

Winches.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire Cutters.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
The British Aluminium Co., Ltd., London, Eng.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Products.
Andrew Wire Works, Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
The B. Greening Wire Rope Co. Ltd., Hamilton.
Henderson & Richardson, Montreal

Wire Stretchers.
MacKenzie Bros., Winnipeg, Man.
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg

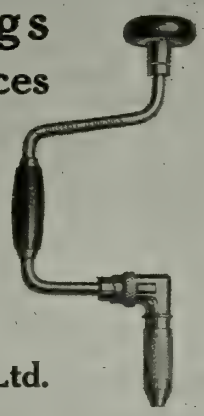
Wood Specialties.
E. B. Salyerds, Preston, Ont.

Woven Wire Fencing.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd. Sydney.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Co., Southington & Cleveland.
Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St Catharines.

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Cummer-Dowswell, Ltd., Hamilton.

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St. Catharines, Ont.

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A babbitt of quality

For Heavy Pressure — **For High Speed**

Always reliable. Stocked by hardware dealers.

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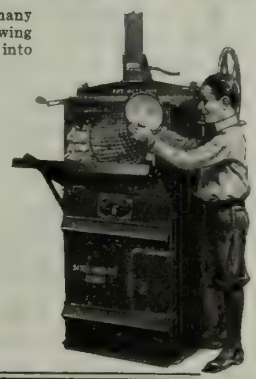
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To ensure that the goods you buy are of

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SHEFFIELD, ENG. **LIMITED**

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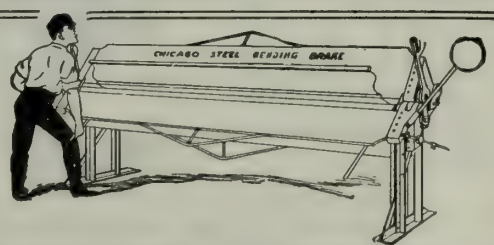
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By seeing that this exact mark is on each blade.

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CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS

The Steel Bending Brake Works Ltd., Chatham, Ont.

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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

BOLTS

We have a large stock of high grade **Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.** All orders filled and shipped promptly

London Bolt & Hinge Works

London Canada

BIG

RESULTS

from small investments. Real Hardware & Metal's Want Ad. Page.

A Business Convention With A Spice of Good Fellowship

The Associated Advertising Clubs of the World will hold their Eleventh Annual Convention in Chicago from June 20 to 24

The distribution problems of the fields represented by this publication and other trade and technical journals will receive particular attention.

This convention will surpass those of previous years in size, in thoroughness, in scope and in results. The great war has broken down walls and built new ones. It has rearranged existing markets and has created new ones. The problem constantly before every wide-awake business man is, "How can I meet new conditions: how can I profit by them?"

These questions will be discussed from every one of their thousand and one angles by some of the brainiest merchandising men in the country. They will be analyzed in the broad sense in the general discussions and in detail in each of the various departmental meetings.

The convention won't be all work and no play. The lighter side of life, social frivolity, won't be neglected, but won't be overworked. Good fellowship and a spirit of jovial comradery have always been an important part of our conventions.

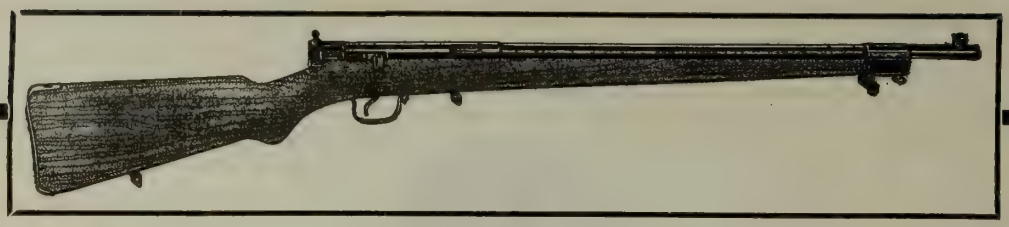
There will be entertainments, shows, pageants, receptions, auto drives, lake trips, and luncheons and shopping visits to the famous State Street shops for the ladies. Bring your wife, daughters and sisters. The programme has been arranged so that visitors can combine education with recreation.

President Wilson, conditions permitting, will head a notable array of speakers. Hon. W. J. Bryan, John Fahey, Henry Watterson, George Horace Lorimer and Arthur Brisbane will be among the others heard.

Remember the date—June 20-24, the place—Chicago, and be there.

For special information, address the Convention Bureau, Advertising Building, 123 Madison St., Chicago.

HARDWARE AND METAL, 143 University Ave., TORONTO
MONTREAL WINNIPEG BOSTON NEW YORK CHICAGO LONDON, ENG.



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WILL BE WANTING RIFLES NOW TO LEARN HOW TO SHOOT.

Make a good window display of the *worth while*, safe, and dependable ROSS CADET RIFLE, and secure a good share of this business.

The Ross Cadet .22 Calibre shoots the .22 long, short, or long-rifle cartridge, and every rifle will be a dividend earner for you in ammunition sales.

Ross Rifle Company, - Quebec, Que.

BUFFALO



Ideal Threshers' Oil

is the most satisfactory oil obtainable for use on bearings of ALL kinds of farm machinery.
Is a straight mineral oil, dark red in color, heavy, but not too heavy to occasion loss of power, or to prevent free flowing.
Is not affected by moisture, or climatic changes, and age will not impair its unequalled lubricating properties.
Is possessed of a very low, cold test, so that it does its work in the cool of the morning equally as well as in the heat of the day.
You will make no mistake in recommending your customers to use Buffalo Ideal Threshers' Oil.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

Handle your Oils and Gasoline with the

Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.



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WOODSTOCK, ONT.

SHEET COPPER

STOCK OR IMPORT

Reasonable Price *Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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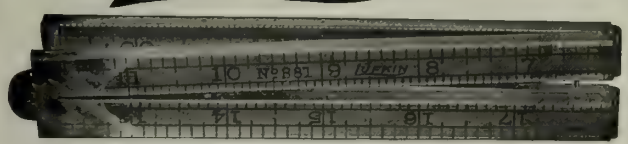
TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

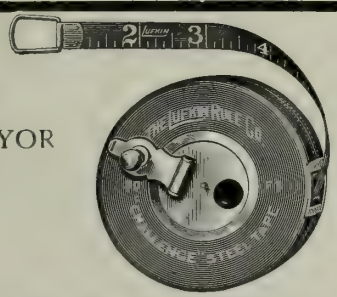
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ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

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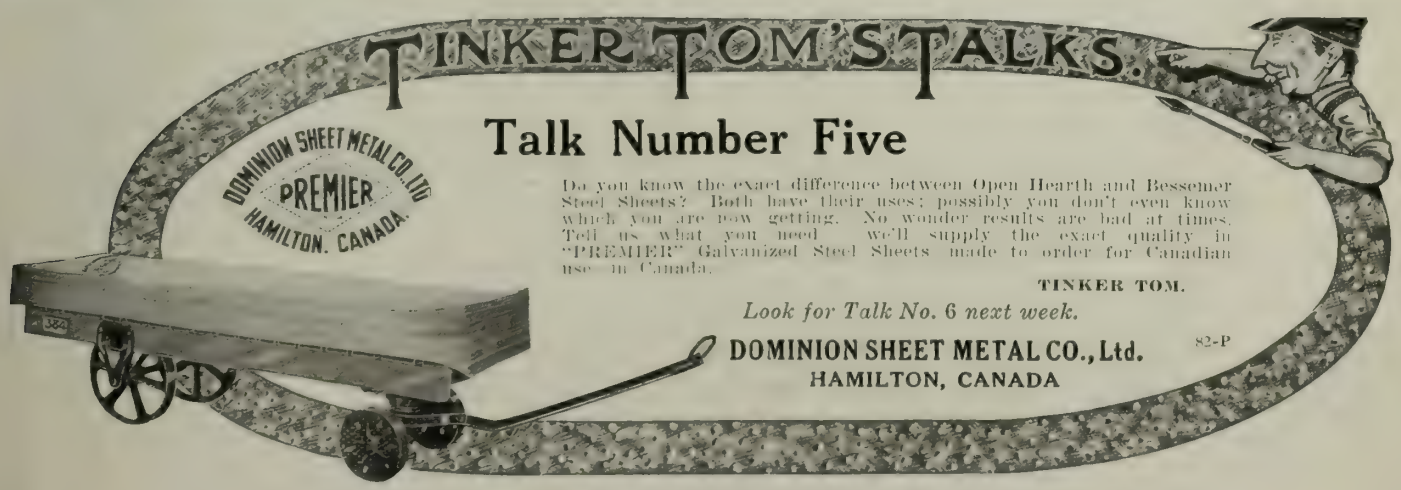
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Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Talk Number Five

Do you know the exact difference between Open Hearth and Bessemer Steel Sheets? Both have their uses; possibly you don't even know which you are now getting. No wonder results are bad at times. Tell us what you need — we'll supply the exact quality in "PREMIER" Galvanized Steel Sheets made to order for Canadian use in Canada.

TINKER TOM.

Look for Talk No. 6 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

82-P



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Superior mechanical construction and special chemical mixture are the reasons why "Northern Six" Ignitor batteries have greater energy and last longer than any other kind.

Made in three sizes, 6, 7 and 8 inches high, and known respectively as the "Northern Six," "Northern Seven," and "Northern Eight" Ignitor Batteries. All same quality—a battery for every requirement.

Made in Canada by Canadians and backed by Canada's leading electrical manufacturer and distributor. Fresh stocks carried at each house ready for immediate shipment.

Northern Electric Company

LIMITED

Montreal Toronto Halifax Winnipeg
Regina Calgary Edmonton Vancouver Victoria

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 June 26
No. 26 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA


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Your Customers Have the Money to Satisfy Their Needs

The Bank Statement for April shows that deposits in Canadian banks increased $29,205,845, as compared with April, 1914.

It is a fact that the Canadian people to-day have vastly more money in the banks than at any other time in history. That money should be put into circulation and you can help by convincing your public that they should buy more hardware.

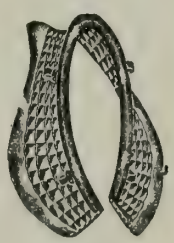
Use the cuts supplied by Hardware and Metal's Electro Service and you will give a definite pulling power to your local advertising. These cuts will attract more attention from more people and help you to make more sales.

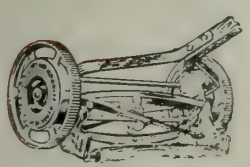
Our assortment includes 219 staple hardware articles. All cuts are mounted on wood, and sell for 15 cents each.

Write to-day for our free "proof sheets of small hardware electros."


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HARDWARE and METAL

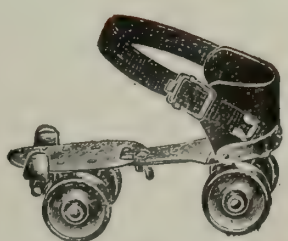
CANADA'S ONLY WEEKLY HARDWARE PAPER

Montreal Toronto Winnipeg Boston New York
Chicago London, Eng.


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WORKS: LACHINE CANAL, MONTREAL

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

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Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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CANADIAN TUBE & IRON CO., LIMITED

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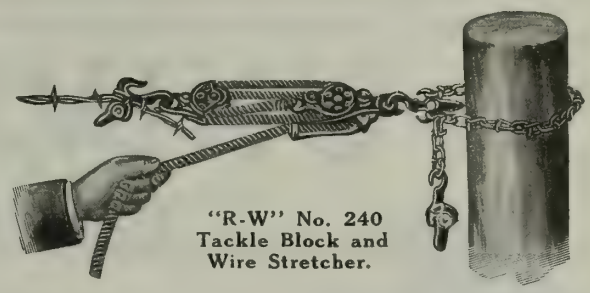
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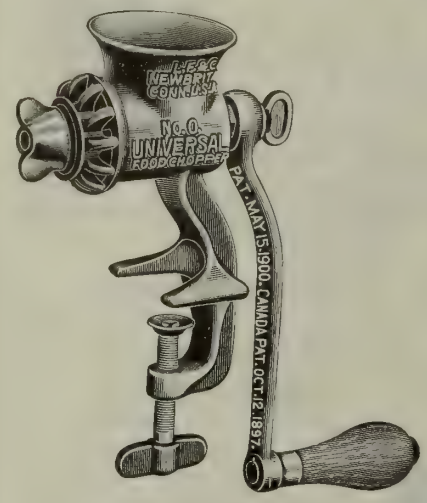
Food Choppers

Are profitable to handle and easy to sell. The constantly increasing demand for the UNIVERSAL is due to its well-known points of superiority—its self-sharpening, shear-cutting beveled cutters—its strength and superior construction.

Fifteen years of consistent advertising has made UNIVERSAL Food Choppers known to housekeepers everywhere. It has become the standard chopper.

UNIVERSAL Food Choppers are made in four sizes, which allows a choice accommodating any style of housework, from the small family kitchen to the large hotel.

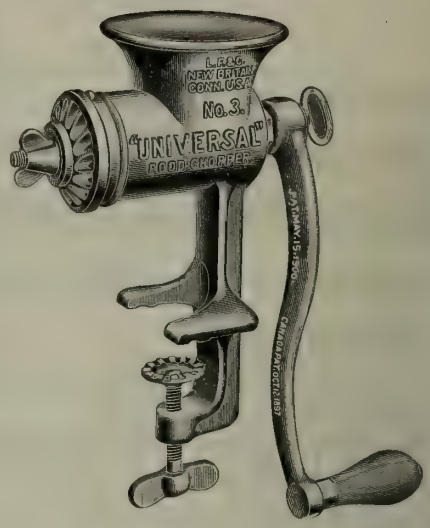
Each chopper is of the highest quality material and is heavily tinned, giving it a bright, clean appearance, which appeals to any purchaser.



No. 0

Smaller than, but capacity equal to, any imitations of No. 1. Tinned. All Parts Interchangeable. Coarse, medium and fine cutters. Capacity, 1½ lbs. per minute. Height over all, 8 in. Diameter of Hopper, 2⅝ x 2¾ in. Diameter of Barrel, 1¾ in.

Per dozen - - - - $21.60



No. 3

Especially adapted for hotel and market use. Tinned. All Parts Interchangeable. Four cutters, very coarse to very fine. Capacity, 3 lbs. per minute. Height over all, 11 in. Diameter of Hopper, 4 x 4⅞ in. Diameter of Barrel, 2½ in. (Stuffing attachment will fit this chopper.)

Per dozen - - - - $36.00

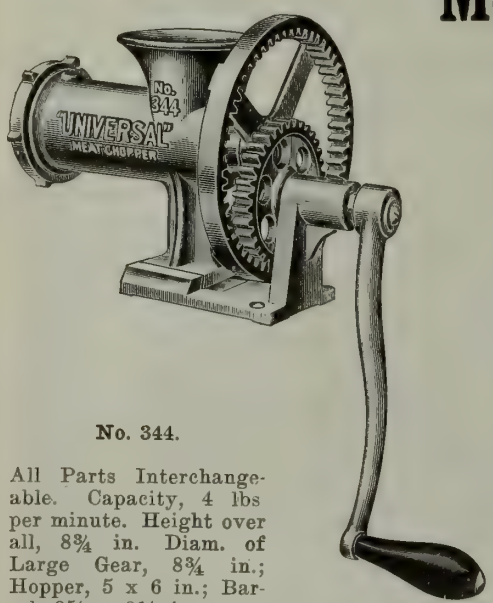
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Meat Choppers

Like UNIVERSAL Food Choppers the quality of the castings, knives and plates as well as the machinery and trimming is the best.

Each chopper is made with thumb screw or clamp, making it easily removable from bench or block. The cranks are larger than in other makes, giving greater leverage and requiring less work.

Knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cutting cleanly and retaining their edge longer than other makes.



No. 344.

All Parts Interchangeable. Capacity, 4 lbs per minute. Height over all, 8¾ in. Diam. of Large Gear, 8¾ in.; Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in.

Each - - - $7.00

With Geared Attachment. We strongly recommend the geared patterns as being the most easily operated Meat Choppers on the market.



No. 354.

Largest of the clamp Meat Choppers. All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, 15½ in. Diameter of Hopper, 5 x 6 in.; Barrel, 2⅝ x 3¼ in.

Each - - - - - $5.00

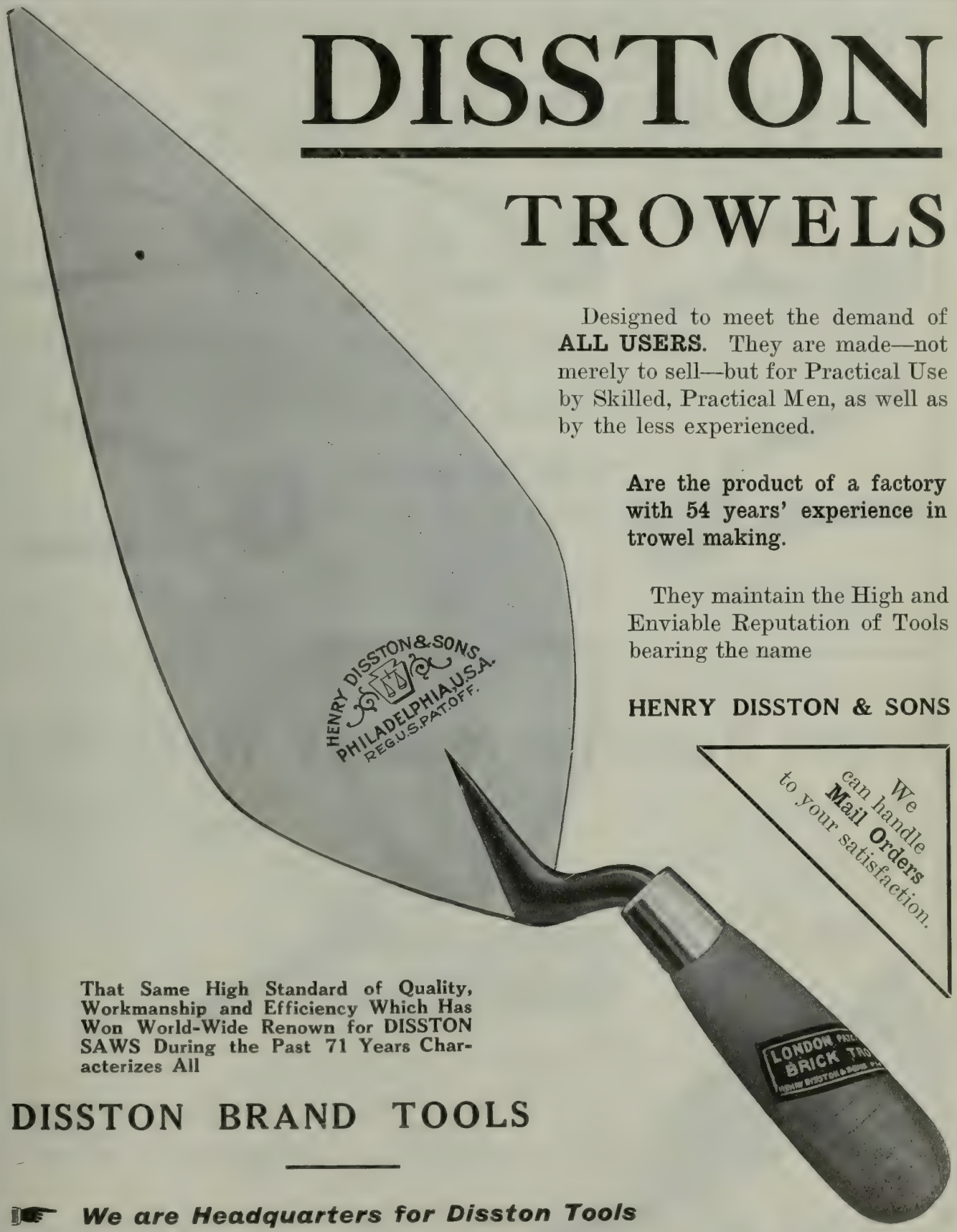
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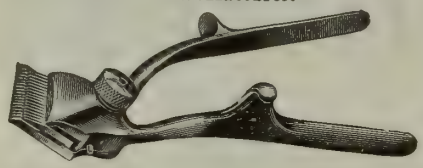
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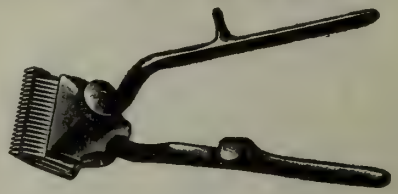
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



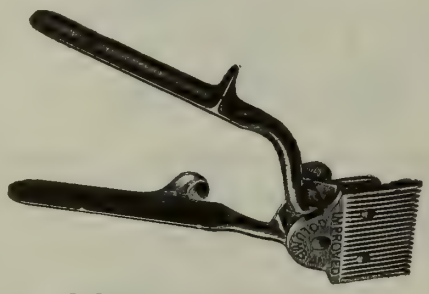
STANDARD No. 0, No. 1, and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



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Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

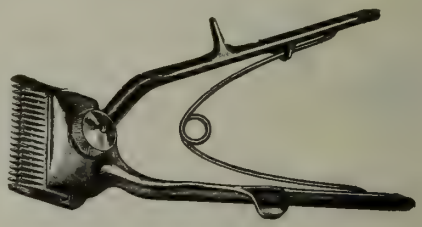
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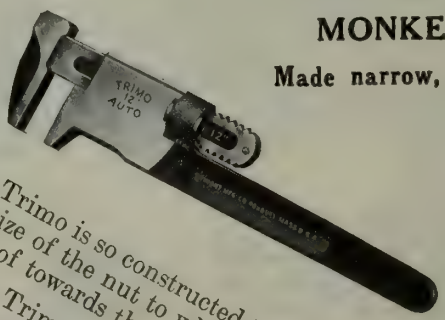


CADET
with visible spring, retailing at about $1.00.

Trimo Superior Monkey Wrenches

THE ALL STEEL AUTO MONKEY WRENCH

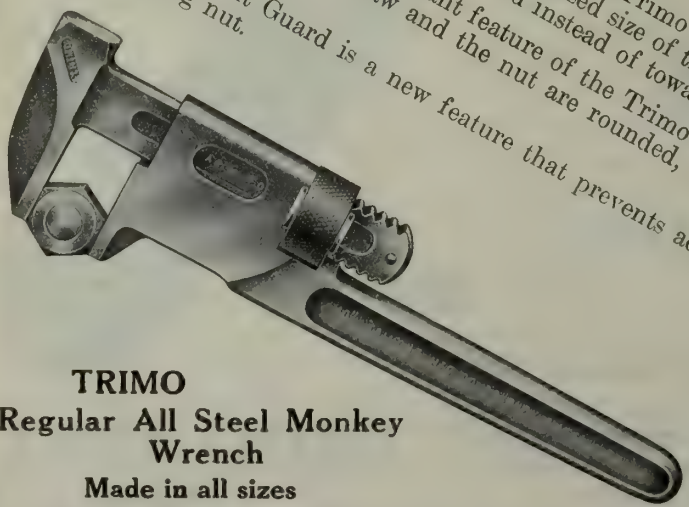
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Unlike most monkey wrenches, the Trimo is so constructed that the leverage increases in proportion to the increased size of the nut to which it is applied, as the movable jaw extends forward instead of towards the handle to adjust.

Another very important feature of the Trimo Monkey Wrench is that the threads of both the jaw and the nut are rounded, rendering them practically indestructible.

The Nut Guard is a new feature that prevents accidental rotation of the adjusting nut.



TRIMO
Regular All Steel Monkey Wrench
Made in all sizes
6-inch to 21-inch inclusive

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Suppose your customer only asks for one of these articles. It would be all right—it would be pleasing to her—to have you suggest the others. It would show her that you have some slight knowledge of kitchen utensils and their use.



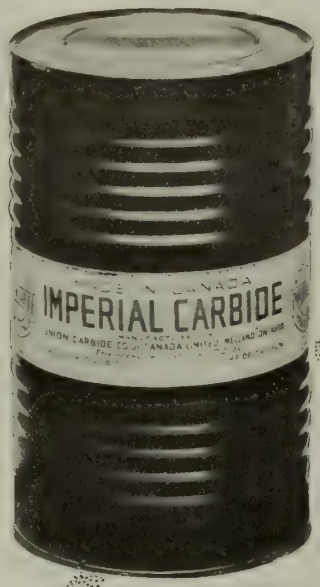


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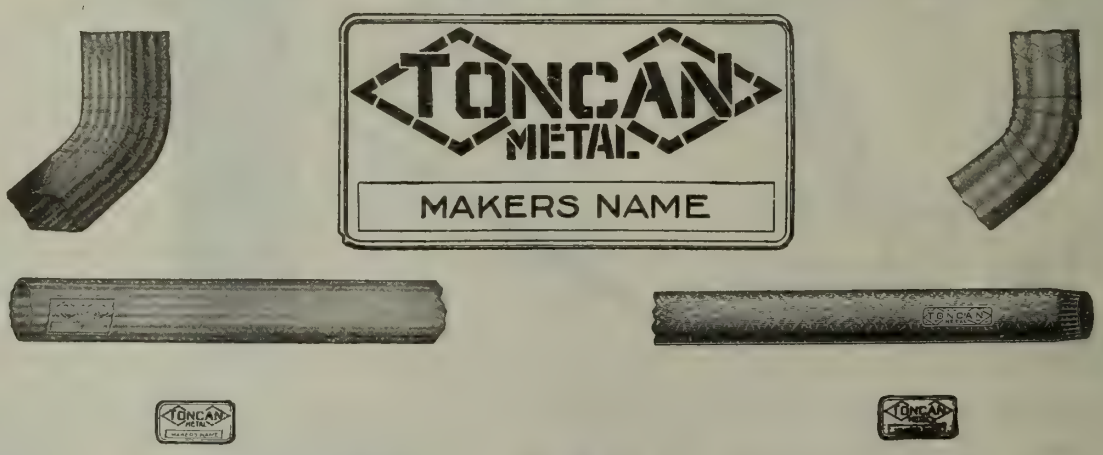
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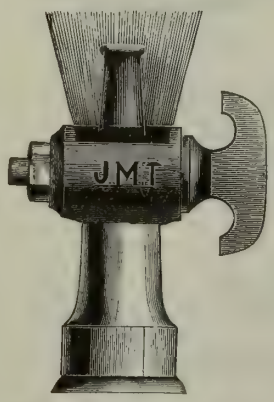
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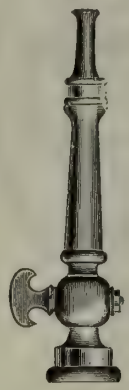
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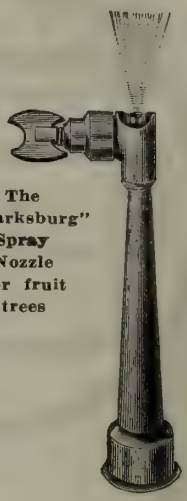
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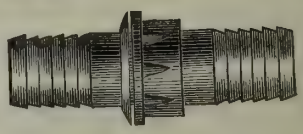
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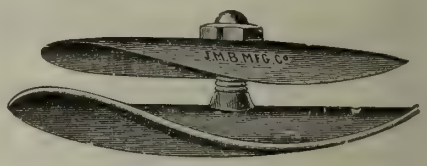




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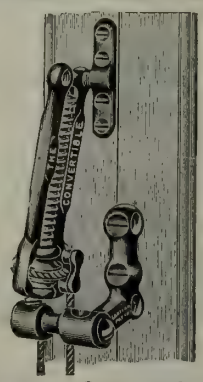
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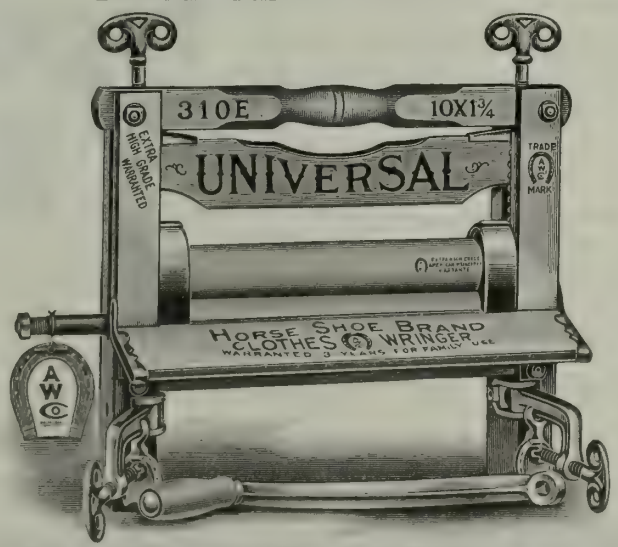
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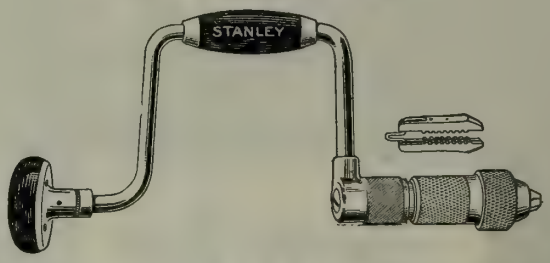
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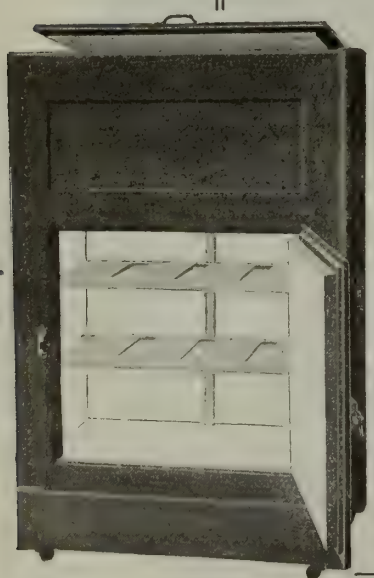
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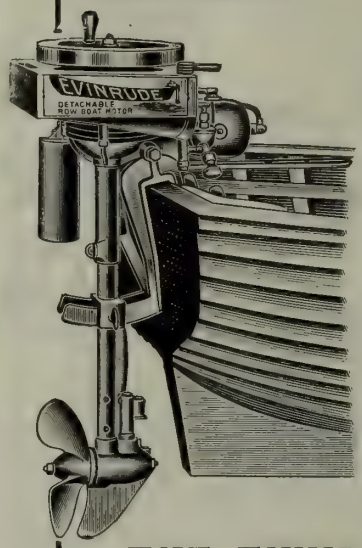
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If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night **Canadian Magazine**
MacLean's Magazine **Rod & Gun**
Canada Monthly **Motor Magazine**



In addition to this advertising a large campaign is being carried in e

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon ***you***—our Local Agent.

We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. **New York City**

DAVIDSON'S
Premier Royal Cast Range

There is no uncertainty as to the lasting qualities of this range.

A Premier Royal will last a lifetime.

All that is best in a cast range. In material, construction, and baking qualifications it can not be excelled.

The Fire Box is correctly proportioned, the duplex pattern of grate is used. The fire box for wood is large and roomy with an extra large fire door. Very easy to change from coal to wood or vice versa. No tools are required.



A single damper controls both fire and oven. This damper is adjusted by a sliding knob on top of the stove. Note this special feature. It is not necessary to have the heat either all "on" or all "off" the oven as in the old way.

The nickel bands are all removable. They are heavily nickel-plated and the semi-plain castings of the range make it most attractive.

PREMIER ROYAL

With Reservoir and Steel High Closet.

For Coal or Wood.

THE PREMIER ROYAL is made in three sizes and seven styles. The very moderate price at which the dealer can sell this stove ensures an easy sale.
The name "Premier" on a stove or range is an absolute guarantee of Durability and Efficiency.

Write to-day for our illustrated stove catalogue.

The Thos. Davidson Mfg. Co., Limited

Toronto **MONTREAL** **Winnipeg**

POORLY FITTING EAVESTROUGH is not cheap at any price because it takes more time and solder to erect than properly made eavestrough as manufactured by us.



Conductor Pipe, Elbows, Ridge Roll, Valleys, Skylights, Ventilators, and Corrugated Iron.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto

It Pays to Buy the Best

Still's Handles

are the Best

Made of the toughest hickory to be secured. Every handle carefully inspected as to shape, quality and finish.

Carried in stock by all leading jobbers. Give them a trial.

WRITE FOR PRICES

J. H. Still Mfg. Co., LIMITED

ST. THOMAS ONTARIO





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





QUALITY—APPEARANCE—PRICE

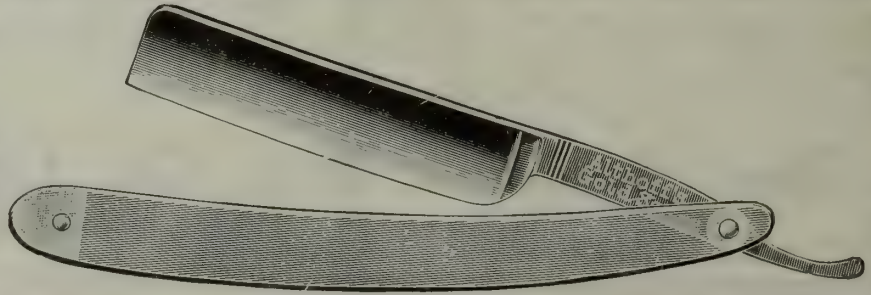
Geneva Razors Merit Your Consideration on Every Point

Write for Catalogue of Complete Line TO

Sole Agents for Canada:

SAUNDERS & WAINWRIGHT

204 St. Nicholas Bldg. MONTREAL

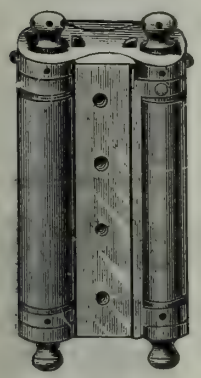


Made in the Second Largest Razor Factory in the World AT

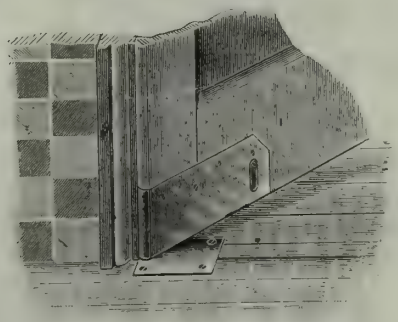
GENEVA, N.Y. U.S.A.

NEWMAN QUALITY

is your guarantee of good business

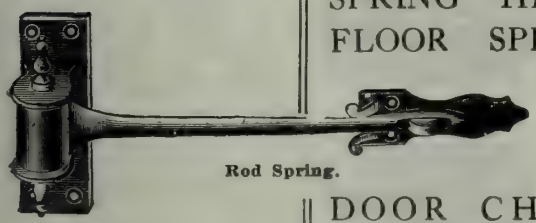


Regulating Spring Hinge.



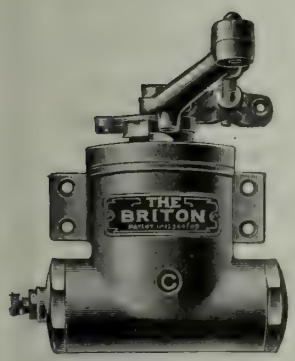
"ERA" Shoe Door Spring.

SPRING HINGES,
FLOOR SPRINGS,



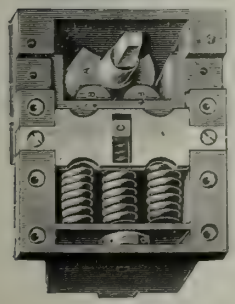
Rod Spring.

DOOR CHECKS AND SPRINGS OF ALL KINDS.
PANIC BOLTS,
FAN LIGHT,
GEARING, etc.



The "BRITON" Door Check and Spring.

"Invincible" Floor Spring.



Manufactured by

Wm. Newman & Sons

LIMITED

Birmingham, England

SOLD IN CANADA BY

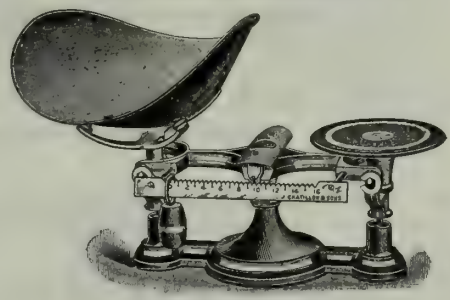
FREDERIC SARA & CO.
326 9th Ave. W., Calgary, Alta.

Write them for price list and particulars.

Preserving Time—Scale Time

Every housewife needs an accurate scale when she starts her preserving. Success in preserving is not so much a question of recipes, as it is of the proper quantity of different ingredients. Your customers will be sure to have what they want if you sell them

CHATILLON SCALES



Their enviable reputation has been earned by their accuracy, reliability, durability and high-grade construction.

Chatillon Scales have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Write to us for illustrated catalogue or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

FLY SCREEN WIRE CLOTH

IN BLACK, BRONZE & GALVANIZED.

See That THIS MARK OF HIGH QUALITY Is On Every Roll

The Season for GARDEN WIRE-WORK is now here.

Garden Bordering and Trellises for Climbing Plants should be in demand.

We carry a complete stock.

Enquiries solicited.

Canada Wire & Iron Goods Co.

Hamilton, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

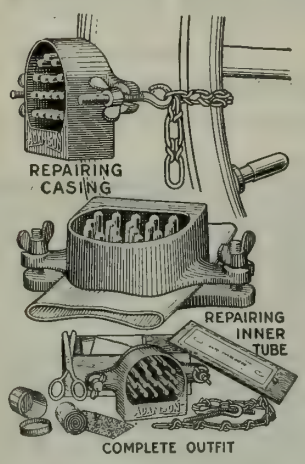
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

DRAW PROFITABLE BUSINESS

Every tire user has *trouble*. And so far as we can see, he always will have! But this trouble can be lessened. It can be cut down to one-tenth of what it is now. 90% eliminated. This: by using the "ADAMSON" Vulcanizer. Every tire user sees the logic in our principle — and BUYS SOMETIME, for it's economy to carry an outfit in every car. Are you going to gather in some of these dollars which the ADAMSON is attracting? They will come to your place of business — if you've "ADAMSON" outfits on your counter.



MODEL "U"—$3.00

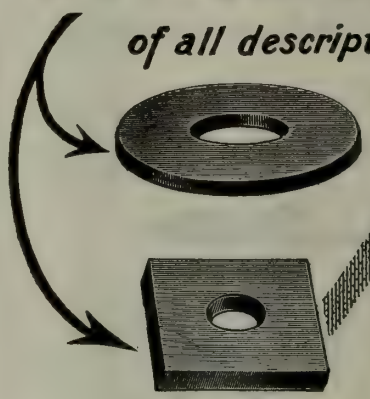
Write for dealer's proposition.

ADAMSON MANUFACTURING CO.

67 BAY ST. N. .·. HAMILTON, ONT.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs

Felloe Plates

Sheared and Punched Plates

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO



Time to Order

FREEZERS

Whether you stock the LIGHTNING, GEM or BLIZZARD, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The BLIZZARD, being a low-priced Freezer, makes a good running mate with either the GEM or LIGHTNING. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

See These Two Features?



They'll Boost Your Hack Saw Sales

The true mechanic will soon realize that here, at last, is a Hack Saw that's **different.** For it has two distinctive features—a positive pistol grip and a full stroke. Such perfect control is not possible in any other saw, nor will any other saw work in such close quarters.

MILLERS FALLS

STAR HACK SAW No. 1027

The "Pistol Grip" fits **any** hand without crowding and fits the **whole** hand. The handle is vulcanized in one piece around a strong steel rib which extends the full length and is bolted to the upper part of the frame. It has the **hang** that lends firmness to the stroke.

The thumb screw for tightening blades is placed at the inner end of saw so it offers no obstruction and permits the maximum stroke at all times. Frame may be adjusted to blades from 8 to 12 inches—the strong sheath at the back keeping it rigid at all lengths. Blades may be faced in four directions. Depth between frame and blade is 3½ inches.

Millers Falls Tools Build Up Demand

Feature this Hack Saw and it will soon become a ready seller. You should also carry in stock Hand Drill 1980, Breast Drill 200, Extension Bit Holder 6, Bench Drill 210 and the Acme Improved Mitre Box—all lines backed by the Millers Falls standards that bring satisfaction. Send for complete catalog if you haven't one already.

MILLERS FALLS TOOLS

MILLERS FALLS COMPANY

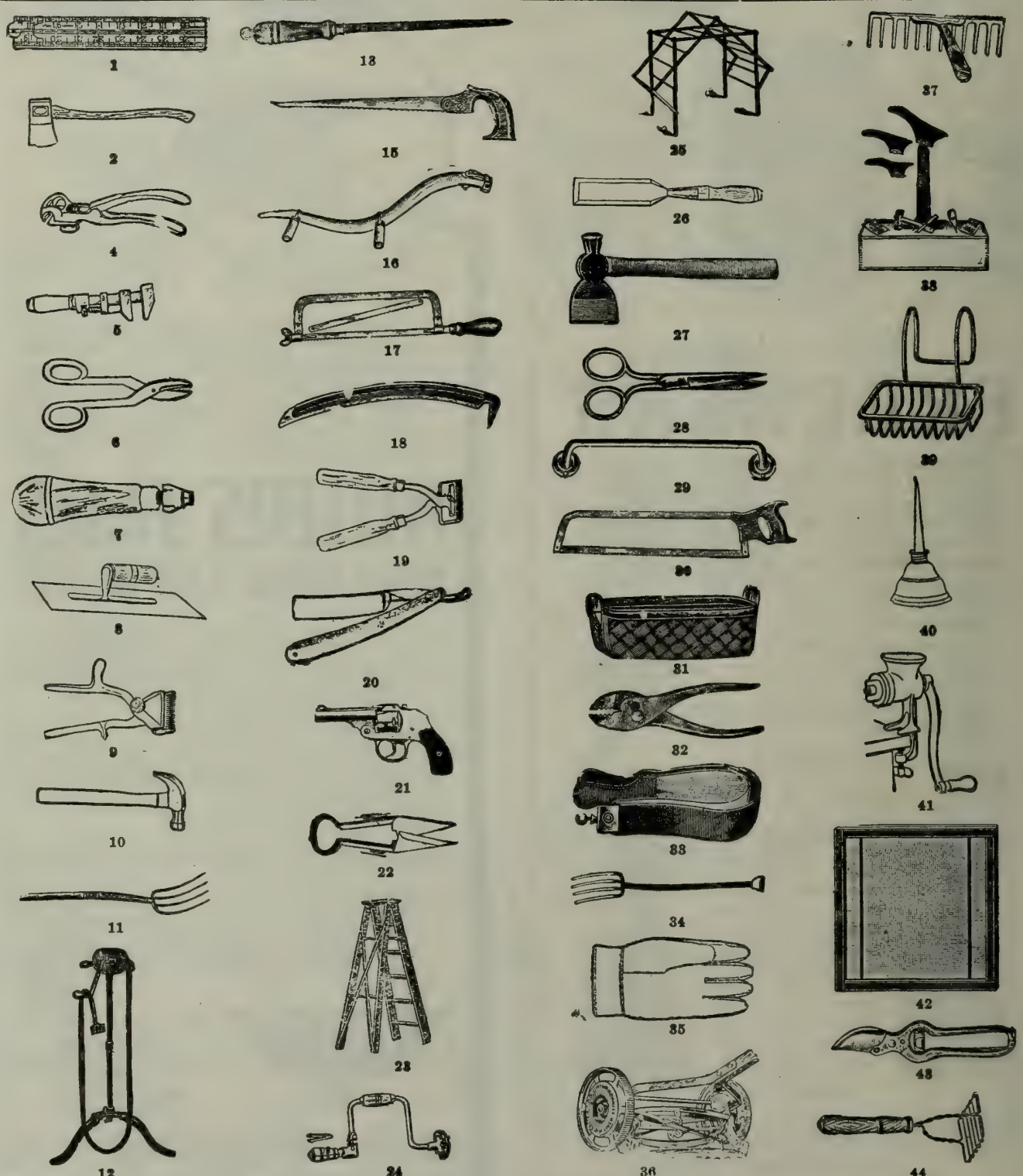
Millers Falls, Mass.

New York Office, 28 Warren St.

Visit our Exhibit in Block 26, Avenue D, Manufacturers' Building, while at the Panama-Pacific Exposition.

Hardware and Metal's Electro Service

AT the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.







REMINGTON UMC

REG. U.S. PAT. OFF.

The QUALITY Line

Among the Best Sportsmen the "buy"-word for QUALITY Arms and Ammunition is

Remington UMC

Many prefer the RED BALL Brand for the **century's** experience behind it. Others prefer it for the **completeness** with which it meets every need. Still others prefer it because its price permits highest quality in materials and workmanship.

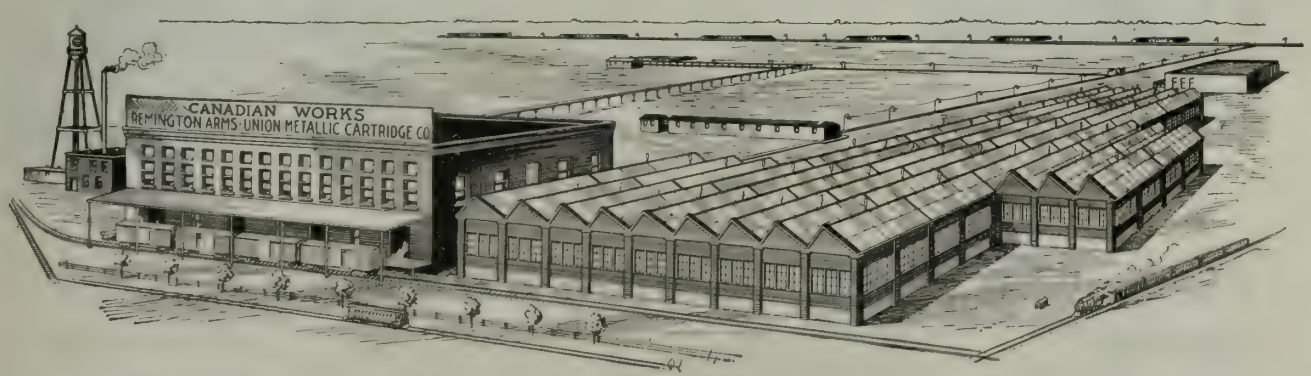
All agree that REMINGTON-UMC Arms and Ammunition are the **best at any price.**

You know a QUALITY line is always the most profitable to push. Especially when backed by an advertising campaign like ours—a never-ceasing search for new customers for YOUR store.

The Remington Arms Union Metallic Cartridge Co.

(Contractors to the British Imperial and Colonial Governments)

London, Eng. WINDSOR, ONTARIO New York, U.S.A.



The Best Granary at any Price is the

Square Jumbo Granary

Fireproof, Vermin and Waterproof

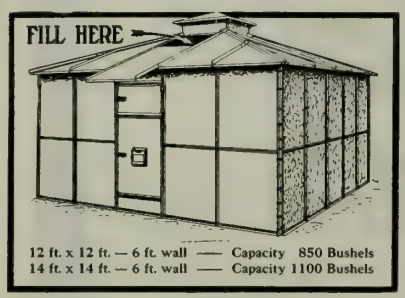


IT'S WHAT FARMERS HAVE BEEN LOOKING FOR, AND OURS IS THE ONLY ONE ON THE MARKET

Built of heavy galvanized iron, electrically welded to heavy angle irons which are easily bolted together, insuring strong, permanent construction. Shipped knock-down, and can be erected ready for use in a few hours. Filled from any side or angle—only eight feet high to ventilator. Can be partitioned off for different kinds of grain or put to many other practical uses. Send in the coupon for further information.

Get our Special Catalogue on Metal Siding and Roofing, Culverts and Well Curbing, Tanks and Troughs, Ceilings and Cornices. "If It's Sheet Metal We Make It."

We have been manufacturing sheet metal products in WESTERN Canada for a number of years and have built up a reputation for honest value and square dealing. We want your 1915 business. If you want anything in Sheet Metal write us for prices, etc.



12 ft. x 12 ft. — 6 ft. wall — Capacity 850 Bushels
14 ft. x 14 ft. — 6 ft. wall — Capacity 1100 Bushels

Winnipeg Steel Granary & Culvert Company, Limited

Dept. H. M.

Winnipeg, Man.

Send This Coupon Now

Mark an X in the square opposite the item you require information about. Remember in dealing with us you get rock-bottom prices.

Winnipeg Steel Granary & Culvert Co., Limited
DEPT. H.M., WINNIPEG

Gentlemen: Send me particulars and prices on

- ☐ Square and Round Granaries, Tanks and Troughs
- ☐ Portable Buildings
- ☐ Metal Roofing and Siding
- ☐ Culverts and Well Curbing
- ☐ Ornamental Ceilings and Cornices.

NAME.....

ADDRESS .....

We Help the Dealer to Sell

All our Literature to the Housewife advises buying through you—Mr. Dealer



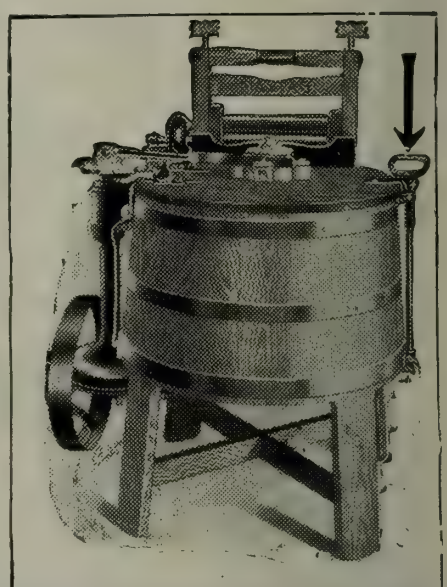
A child can drive it.

The "Pastime" Hand Washer.

STOCK THE PASTIME—SALES WILL COME

The Pastime Washer runs easily because of an 18-pound flywheel, running on ball bearings immediately under the tub. The dealer can arrange demonstrations that will attract his customers; he can sell not only washers, but can greatly increase his engine sales. Our Power Machines—with swinging wringer—have hand power attachments. Engine trouble will not delay the wash-day operations. We guarantee the power washer for three years; guarantee covering both machine and wringer.

WRITE FOR FULL INFORMATION TO-DAY.



POWER WASHER, THE SMALLEST GASOLINE ENGINE WILL RUN IT.

The Maytag Company, Limited

WINNIPEG - - - - MANITOBA

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

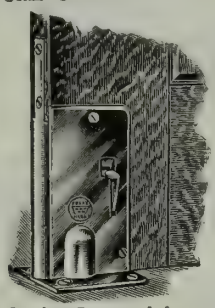
If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

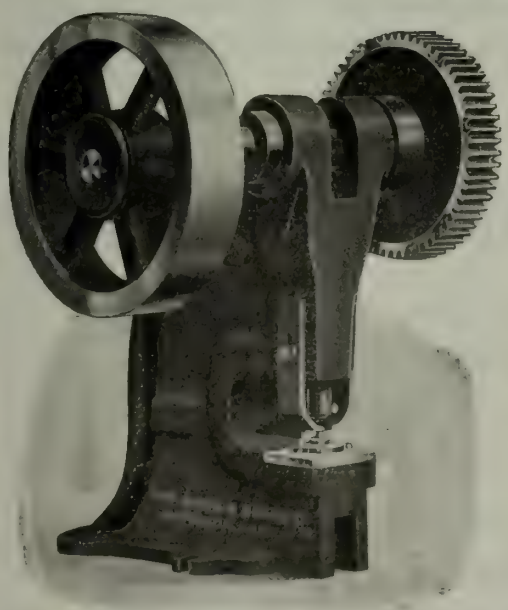
are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO NEW YORK

"B. B." Power Punch FACTS:-



No. 110 (Geared)
Will cut with ease, ¼ in. hole in ⅝ in. iron.

BUILT TO LAST.

EFFICIENT.

SAVES TIME AND LABOR.

TURN OUT SUPERIOR WORK, QUICKLY AND ACCURATELY.

"MADE IN CANADA"

THAT'S ALL!

Write for prices and descriptive catalogue.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, CANADA
Tinsmith Tools, Sheet Metal Working Machinery, Dies, Etc.
Western Representatives:—MESSRS. BISSETT & WEBB, LTD., Winnipeg and Edmonton

Unexcelled I·XL Quality

Guaranteed

TABLE CUTLERY

No. 2589



No. 2589

Hand-forged from the finest English steel and fitted with the best quality, grained, ivory celluloid handles.

Stocked by All Leading Jobbers

Manufactured by

GEORGE WOSTENHOLM & SON, LIMITED

Sheffield - England

A. MACFARLANE & COMPANY, Canadian Representatives, MONTREAL

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

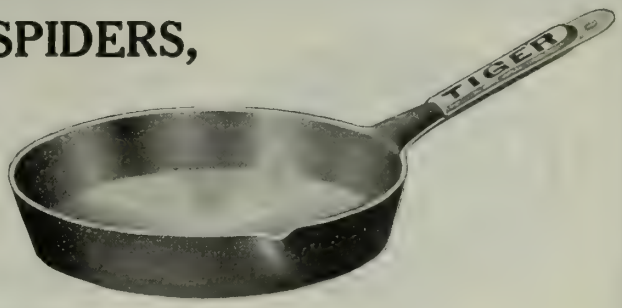
The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.



SHEET IRON SPIDERS, FRY PANS AND ROASTERS



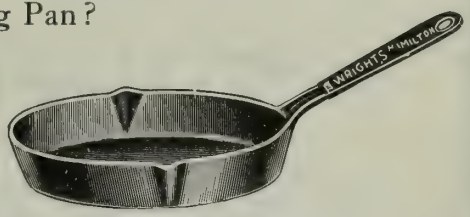
Let us quote you on your requirements in these lines.



Have you seen a sample of our No. 00 Wrico Sheet Iron Omelet Frying Pan?

We can offer you both **Quality** and **Price** in Spiders.

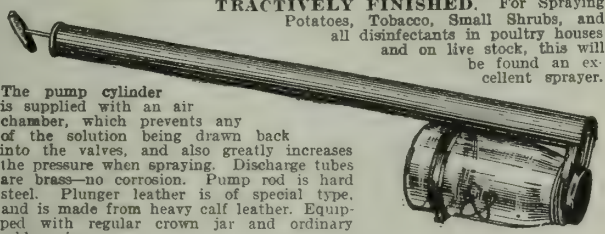
WRITE US!



E. T. WRIGHT CO., LIMITED
HAMILTON, CANADA

EUREKA GLASS TANK SPRAYER

STRONGLY MADE. WELL PAINTED. ATTRACTIVELY FINISHED. For Spraying Potatoes, Tobacco, Small Shrubs, and all disinfectants in poultry houses and on live stock, this will be found an excellent sprayer.



The pump cylinder is supplied with an air chamber, which prevents any of the solution being drawn back into the valves, and also greatly increases the pressure when spraying. Discharge tubes are brass—no corrosion. Pump rod is hard steel. Plunger leather is of special type, and is made from heavy calf leather. Equipped with regular crown jar and ordinary rubber ring.

FULLY GUARANTEED. PRICES ATTRACTIVE.

Drop a line for Catalog on Sprayers.

The Eureka Planter Co., Limited
WOODSTOCK, ONT.

Kindly mention this paper when writing to advertisers.

RECORD

RANGES - STOVES FURNACES

"WHITE WAY" Lighting Posts

The Record Foundry & Machine Company has been established for 50 years, but since 1912 has been under entirely new management. The "Brilliant" Steel Range; "Plain" and "Penn Esther" Cast Stoves and a large variety of Heaters together with the "Calorific," "Equator" and "Admiral" Furnaces make the Record Line a complete one to sell. Ask for our latest catalogue and discounts.

Record Foundry and Machine Co.
Moncton, N. B.
Sales Branches at
MONTREAL WINNIPEG VANCOUVER

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



28 "Service" Branches Throughout Canada.

Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



"Taking One's Own Medicine"

When you find a physician "taking his own medicine," you can usually rely on his diagnosis.

Of the thousand-and-one articles of rubber which we manufacture, practically all are used by us in our own offices, in our own factories, or in our own homes.

We Take Our Own Medicine

Our line-up is complete, our quality is unexcelled, and our prices are right. Let us show you what we can do.

IT IS OUR DESIRE TO SERVE YOU



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 26, 1915. No. 26

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, General Manager.

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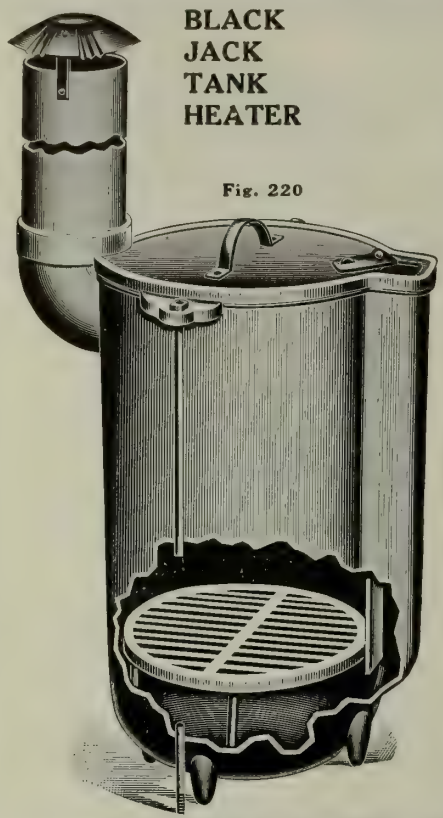
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BLACK JACK TANK HEATER

Fig. 220



These Tank Heaters Make and Break Selling Records—

The first year you sell "Black Jack" and "Harvard" Tank Heaters they'll **make** a selling record for you.

That's because of their instant appeal to the farmer.

And the second year you sell them, they'll **break** that first year's record all to bits. Why? Simply on account of the **satisfaction** they yield and the repeat orders they bring.

THE STAR LINE GOODS

BETTER INVESTIGATE—RIGHT NOW.

HARVARD TANK HEATER

Fig. 215



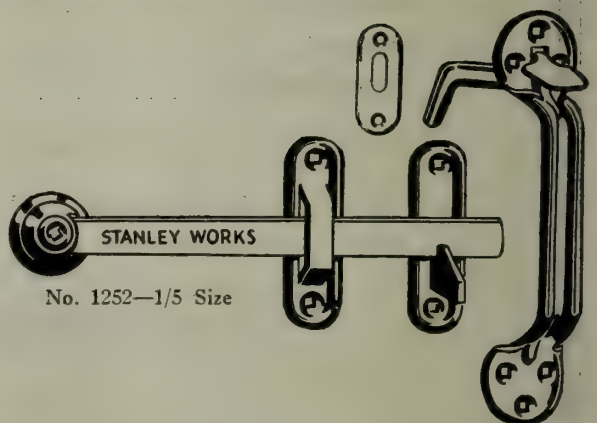
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WHOLESALE HARDWARE SPECIALTIES.

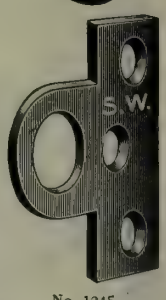
An Extra Strong Thumb Latch

This No. 1252 Latch, being made entirely of wrought steel, will not break. It is consequently greatly superior to the old style cast iron latches. It has combination holes; square for bolts and nuts, and countersunk for wood screws. The escutcheon plate shown fits over the thumb latch on the outside of the door, covers the hole, and gives the latch a finished appearance.

Handle 10½ inches long; Bar 12 inches long. Packed one in a box with screws in Japan and Stanley Sherardized finishes. No. 1245 Padlock Eyes may be used with this latch and furnish a strong, practical, inexpensive device for securely fastening garage, barn and other doors.



No. 1252—1/5 Size



No. 1245
1/2 Size of No. 3

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NEW BRITAIN CONNECTICUT
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HARDWARE AND METAL

Vol. XXVII. JUNE 26, 1915 No. 26

Regulations Governing Sales

For the Benefit of Canadian Hardware Retailers and as a Result of Many Enquiries, Hardware and Metal Gives a Complete Summary of the Law Governing the Sale of Stock Foods, Paris Green, Wood Alcohol and Fire-Arms, Etc.

IT is quite evident from the number of inquiries being received at the office of Hardware and Metal that there are many retail hardware merchants who have forgotten, or are not acquainted with the provisions of the law governing the sale of certain hardware products. Many inquirers continue to ask about the war tax on stock foods. All provisions of the war tax, which went into effect on April 15, appeared in Hardware and Metal when the announcement of the tax was first made public by the Finance Minister at Ottawa.

For the benefit of those who are not thoroughly conversant with the provisions of the tax, Hardware and Metal would, therefore, remind readers that stock foods, if medicated, and other articles, such as animal regulators, lice killers, heave cure, etc., must have war tax stamps of the requisite value mentioned in the schedule of the Act affixed to each package by the dealer, and cancelled at or before the time of sale to the consumer. Thus it will be necessary for the dealer to attach stamps equivalent to 4 per cent. of the selling price of the goods—a dollar package of medicated stock food would require stamps to the value of four cents—a twenty-five cent package requires a one cent stamp.

A penalty is provided for those not complying with the provisions of the Act. Another case brought to light a few weeks ago was that of a Toronto hardware merchant, whose store is located in the suburbs, refusing to sell Paris green because he was of the opinion that a license was necessary before a hardware merchant could sell Paris green.

Regarding the sale of Paris green, the pharmacy acts of the various provinces are much alike and may be summed up as follows: "Nothing in the Act shall prevent the sale, by persons not registered, of Paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five per cent. solution, and London purple, if such articles are sold in WELL SECURED PACKAGES DISTINCTLY LABELED WITH THE NAME AND ADDRESS OF THE PERSON PREPARING OR PUTTING UP SUCH PACKAGES AND DISTINCTLY LABELED WITH THE NAME OF THE ARTICLE AND MARKED "POISON." When sold by retail, then also the name of the proprietor of the establishment in which the poison is sold.

On account of recent prosecutions, one in West Toronto, some hardware merchants are in doubt as to what procedure should be followed in selling wood alcohol.

All provinces in Canada come under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. Section 266 of the Act states that, "Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparations for internal use, shall be liable to a penalty of five hundred dollars." This section of the Act has been amended by adding the following sub-section thereto: "Every person who uses methyl alcohol, or spirits containing methyl alcohol, in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in BLACK LETTERS NOT LESS THAN ONE-FOURTH OF AN INCH IN HEIGHTH, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

Hardwaremen should note particularly the following from section 10: "All vessels containing the word alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words 'Wood alcohol Poison,' in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars." In Prince Edward Island wood alcohol comes under the Prohibition Act.

Still further uneasiness has been caused by the recent prosecution of a retail hardware merchant, who sold a revolver without following the procedure demanded by law. For the benefit of the trade the regulations governing the sale of arms and ammunition in Canada are here appended:

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. This Act may be cited as The Criminal Code Amendment Act, 1913.

2. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended as hereinafter set forth.

3. Paragraph (26) of section 2 is repealed and the following is substituted therefor:—

"(26) 'peace officer' includes a mayor, warden, reeve, sheriff, deputy sheriff, sheriff's officer, and justice of the peace, and also the warden, deputy warden, instructor, keeper, guard, or any other officer or permanent employee of a penitentiary and the jailer or keeper of any prison and any police officer, police constable, bailiff, constable or other person employed for the preservation and maintenance of the public peace or for the service or execution of civil process."

Dangerous Weapons Penalty.

4. Section 118 is repealed, and the following is substituted therefor:—

"118. Every one is guilty of an offence and liable, on summary conviction,

(Continued on page 41.)

Far-Reaching Effects

Showing How an Article Which Originated in the Office of Hardware and Metal Has Been Copied and Re-Copied—Used by a Large Jobbing House, Stove Manufacturer, a Contemporary and Others.

IN the January 9 issue of Hardware and Metal—almost six months ago—there appeared an article entitled, "Did the Mail Order House Ever Do This?" The article told how a retail hardware merchant was losing the stove trade in his town on account of mail order competition. In the same article the writer told how the merchant could offset mail order competition, and suggested arguments that could be used effectively in combating the efforts of the mail order houses. Accompanying the article, set in a panel—an exact reproduction of which appears on this page—were seventeen arguments, and the suggestion was made that retailers use the arguments every time they had occasion to compete with the mail order houses. The whole article was prepared in the office of Hardware and Metal, and accompanied by the matter in the panel reproduced here, appeared for the first time in this paper on January 9, 1915. When the article was first published, much favorable comment was heard regarding it.

But there is another feature in connection with the article that should be brought to the attention of the readers of Hardware and Metal, in order to demonstrate once more the far-reaching effects of a trade paper that devotes its efforts to securing matter that is of practical value to the whole trade.

Following the original appearance of the accompanying panel in Hardware and Metal, the matter contained therein was used in dozens of newspaper advertisements by retail hardware merchants throughout Canada, who at that season were advertising stoves.

A few weeks later a prominent Western Canada jobbing house issued an attractive and decidedly novel catalogue, the purpose of which was to help the retailer in fighting mail order competition. In this catalogue the panel, and its contents, was given a very prominent position.

The panel was next heard of down in Eastern Canada, where a large stove manufacturing firm set it up in circular form, and sent a copy of the circular to customers with the following offer: "Can you use some copies of the following circular to advantage among the people in your section? If so, let us know how many and what you would like filled in at the foot, when we will have pleasure in preparing and sending them along as soon as ready. Let us hear from you promptly if you wish them."

The most recent appearance of the panel, however, is in the June issue of a Canadian contemporary where the panel and contents are again reproduced with the same wording as appeared in Hardware and Metal nearly six months ago, and which was prepared by a Hardware and Metal editor. And the end is not yet. It will continue to be used by many other papers.

This is only one instance of many that could be quoted to demonstrate the far-reaching effects of Hardware and Metal, and the editors of Hardware and Metal are not slow to realize that when their productions are copied and re-copied in the same manner as the accompanying panel and contents, they are producing material that is benefiting the whole trade throughout the Dominion.

DID THE MAIL ORDER HOUSE EVER DO THIS?

DID you ever hear of a Mail Order House setting up a stove in a customer's home?

DO YOU know that it is often a matter of weeks before the mail order house makes delivery?

DO YOU know that the mail order stove often arrives in a broken condition, thus necessitating much red tape with railway officials and a great loss of time—often when the stove is most needed.

DO YOU have a look at a mail order stove before you buy it?

IF THE mail order stove becomes rusted or badly marked in transit who shines it?

DO YOU see a mail order stove before you send your money?

IF THE mail order stove proves defective, who do you have to appeal to?—A mail order house many hundreds of miles away.

WHO UNCRATES and unpacks the mail order stove, puts the parts together, fits the joints and tests the stove to see if it is in perfect working condition?

WHAT DO you do when you want repairs for a mail order stove?

CAN A mail order house render on-the-spot service?

WHO FITS the pipes for the mail order stove?

DOES THE mail order house haul the stove from the station, sign for the stove in good condition, unpack it, mount it and see that it is free from defects before it is delivered to you?

DOES THE mail order house help to build up your community?

DOES THE mail order house contribute to the support of local schools, churches, and public institutions?

DOES THE mail order house employ any of your fellow-townsmen and thus enable them to support their families.

DOES THE mail order house buy anything from the other merchants of the town?

IF YOU want to buy a stove, ask yourself the above questions and then come down to our store and let us talk it over with you.

Reproduction of panel, prepared by a Hardware and Metal Editor, appeared in Jan. 9, 1915, issue of Hardware and Metal and has been copied and re-copied several times. For details see accompanying article.

Selling Tools by Window Displays

A Traveller's Observations—How Windows are Neglected in One Store—Results Many Weeks After Display Has Appeared—How to Make a Good Background for a Tool Display.

By a Hardware Traveler.

I WAS talking to a hardware merchant in a fair sized city in Ontario the other day, and in the course of our conversation we drifted on to the subject of window trimming and the results obtained from displays. The merchant stated that he had secured good results from his windows, but this was when things were better than they are now.

I was curious to know just why he should talk that way, so I put the question to him, "How often do you change your window?" "Oh, about every two or three weeks," was his reply.

"Who does the window trimming?" was my next shot. He replied, "The young lad over there," indicating a boy about 15 or 16 years of age behind the nail counter. He said that this boy always dressed the windows because the other fellows in the store didn't care for that kind of work.

This state of affairs exists in a few stores. The windows are being neglected because some of the boys are afraid and don't care to tackle the job. It is left to the younger and inexperienced lad to look after.

Windows are, or should be, among the chief business pullers in every store. Especially at this time when business is so unsettled and merchants are wondering how the coming month and succeeding months will pan out, the show windows should have all possible attention.

The merchant told me that he only had success with his windows when times were good. Well now, has he used his windows as he should, since times are not so good?

This is the very time that show windows are making money, for a good many merchants.

I have found in my experience that a good tool window is as interesting to the average man on the street, as the movie show is to the little boy.

When I was in the retail business myself I always noticed in dressing tool windows that the class of men you can pull your way with window displays are spenders.

Take mechanics or chauffeurs for instance. They receive a fairly good salary and are always ready to buy a tool that will help them become more efficient in their work.

Not only are these men interested in tool windows, but so are carpenters, bricklayers, plumbers and the handy man around the house. These men are always on the look out for good tools and as the show window is the place where they would likely see a new tool for the first time, it is natural that they should look to the show windows for anything new to them. Perhaps the average man would not be prepared to make the purchase of a certain tool just at the time of your display, but you would be surprised at the business that will come to your store long after the window display has appeared.

I have had certain displays referred to many week after they appeared. Perhaps an instance that happened in our store some years ago would illustrate more fully what I mean.

A young mechanic came into the store one day and asked the price of a set of "feelers." He mentioned the position they occupied in a window display that had appeared some time previously. Feelers are what we call thickness gauges, but we didn't tumble to what he

(Continued on page 37.)



A Good Tool Display is Always Seasonable.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII. TORONTO, JUNE 26, 1915 No. 26

A CLEAN PLATE-GLASS is an added attraction to the passing possible customer.

• • •

A STRIKING example of the growing importance of the rural population is found in the fact that of the nine million telephones in the Bell system, one-quarter of them are rural.

* * *

RETAIL MERCHANTS are doing a larger proportion of cash business at the present time than they have been accustomed to for many years—and business on a cash basis should be encouraged as much as possible.

* * *

MOTOR TRUCKS may not always prove "delivery de luxe," but scores of hardwaremen are finding their delivery difficulties solved by the introduction of trucks, and a large number of retail hardwaremen have added motor trucks during the past few months.

• • •

TIME WAS when people avoided a new article because it was new; now they are more likely to buy because it possesses the advantage of being new. This *volte face* on the part of the purchasing public has made a big difference in buying methods.

* * *

STUDY THE methods of the Mail Order houses; of the big department stores, and adopt every one that looks good to you. It will help you fight them more successfully and more permanently than any action that may be construed—and resented—by the public as a "restriction of trade."

• • •

NO CULT will ever be found to take the place of the school of experience. *The big things of the world are not done on blackboards.* Experience is the thing that gives us poise, power, personality—the thing that writes into our being that peculiar indefinable something that inspires confidence in other men.

* * *

THIS YEAR—1915—of all years in Canada's history, the farmer is king. Increased acreage, intensive cultivation, waiting markets, and record prices, all point to unequalled prosperity for the agriculturists of this country. They themselves are at last beginning to realize this fact, and so are a great many wide-awake retailers who are looking for new and steady markets.

• • •

ORDERS FOR war material are still being placed, but, in many cases, manufacturers are hesitating because of the growing scarcity of trained men. Quite a number who have been employed steadily in Canada for some years are now leaving to accept positions in the United Kingdom. The result is that responsible contractors hesitate to obligate themselves to deliver munitions in given quantities when inducements are offered their men to leave for Britain.

The Lead Market

SINCE last week's market reports, quotations on pig lead have declined considerably and the market is very much unsettled. Following the remarkable advance in the price of pig lead, referred to in Hardware and Metal's market reports at various times during the past few weeks, quotations on shot, sheet lead, lead fittings, white lead and a host of other lines were advanced several times within a comparatively short space of time—in fact in some instances it was claimed that some of the advances were not justified when present stocks and business conditions are considered. Of course, the fact must not be overlooked that these are war-times and at such times there are always serious disturbances with sudden advances and declines. The speculative element is rife in many quarters and even the best men in the metal trades do not feel safe in making predictions as to futures. The American Metal Market in referring to recent developments in lead, states as follows:—

"The lead market is in a state of complete demoralization, and it is difficult to keep track of the declines. Sellers are in a panic, and buyers appear to be completely at sea in regard to the probable course of the market, and are holding off, giving an added weakness to the situation. The unprecedented price reductions by the Trust have astounded the trade, and there are many theories being advanced to account for the sudden decline in prices. One theory is that the heavy price reduction in lead is one of the moves of the Trust interests in their fight to secure control of the St. Joe Lead Company. Others hint that the suit brought by Attorney-General Barker of Missouri against the lead and spelter interests has brought about the decline, but all of the theorists overlook the fact that it was generally admitted before the break came that prices were on a fictitious basis, and that they were entirely out of line, making it certain that the drop must come soon. It is said that the Trust interests while holding up quotations, and making the independents afraid to sell, were quietly unloading their surplus at cut prices, and also succeeded in disposing of a large part of their output for some time to come at good prices. With

the break in prices, the demand for lead has suddenly disappeared, and with the weakness at London, little export business is looked for. There appears to be some re-selling. Receipts at this point for the week were unusually large as they were considerably in excess of those for the preceding week, and nearly twice as large as the shipments, and also nearly twice as large as the receipts for the corresponding week a year ago. The shipments were also large, being much heavier than those for the preceding week and more than twice as large as those for the corresponding week a year ago."

This is a time for the buyer to beware and repeated warnings have been given regarding the lead and spelter situation.

Inquiry Department

ELSEWHERE in this issue an article appears giving the provisions of the law governing the sale of certain products sold in hardware stores. These regulations have all appeared in Hardware and Metal at various times during the past two years. During the past few weeks so many inquiries have reached the office of Hardware and Metal asking for particulars regarding the various "Acts" that we decided to publish them again. It is interesting to note that many of the inquirers are men who have started in business within the past year and they naturally look to their trade paper for information of this kind. Hardware and Metal is always glad to receive enquiries from readers on any subject pertaining to the hardware business. The inquiry department is always ready to obtain information for readers. In the course of a year many hundreds of inquiries reach the office of Hardware and Metal. Some of the inquiries are published under the well-known heading: "Hardware Letter-Box." A great many inquiries are answered direct by mail. Readers of this paper can secure assistance from the Editorial Department of Hardware and Metal at any time. Do not hesitate to write to us.

Spelter Abroad

WHILE American metal authorities state that the rise in the markets—particularly lead—has been due to manipulation on the part of certain interests, presumably German, it must not be overlooked that there have been outside influences which have had a broad effect, particularly in relation to spelter. England got her supply of spelter from the continent; this supply was cut off and she had to turn to America at a time when there was a big demand and increased consumption on both sides of the Atlantic. The British viewpoint may be judged from the following from the London "Iron Trades Review":—

"Many of our important industries are very adversely affected by the difficulty of obtaining supplies and the high prices of spelter. At the beginning of June last year the price was £21 10s per ton: this week it is £100, consequently the brass, Muntz metal and galvanized sheet trades are affected in a manner never before experienced.

"Until now the low price of Continental spelter excluded American spelter from this country, but the breaking out of the war completely cut off our Continental supply. The Government at once realized the importance of the situation and placed an embargo not alone on the export of spelter, but also upon the export of galvanized sheets. Prices shot upwards. American supplies were soon brought in and the position was eased, but the increased demand affected American prices, and, as in this country, spelter dependent trades are now adversely affected by scarcity and price. The need of spelter for war munitions in both countries is first met; other industries have to do the best they can, and the result is serious to the brass trades. The galvanized sheet trade is seriously hit, after a remarkable growth in recent years. The exports of galvanized sheets in 1908 were 390,000 tons, while in 1913 they amounted to 762,000 tons, thus nearly doubling in five years."

Big Work for the Retailer.

WHILE figures have not been given out as to the amount of business done in the mail order departments of large catalog houses in Canada, there are some interesting figures from Chicago on the past year's trade of Sears, Roebuck & Co. This concern declared a regular quarterly dividend on the preferred stock, and at the same time, issue a statement of sales showing that the business has increased tremendously in spite of the war affecting purchases. Sales made through the mails in May totalled $8,464,713 which was an increase of $912,402 over the corresponding month of a year ago.

This gain which is equal to 12.08 per cent. is the second largest of the current year, having been exceeded by March when an increase of 14 per cent. was reported. Analysis of the report indicates that the largest increases in sales were made in Western farming and industrial communities, otherwise the general returns were normal. Sales this year up to the end of May, totalled $45,415,693 which was a net increase of more than $3,600,000 over a year ago or a gain in percentage of 8.63.

These figures show that the average sales per month of this big mail order house are approximately $9,080,000 or an increase of about $721,000 a month over last year. Taken on the average this would indicate a yearly turnover of about $109,000,000 for this catalog house.

Reports received by Hardware and Metal indicate that the mail order departments of the Canadian catalog houses had a splendid year in 1914 and no doubt, if we could get the figures for the first five months of this year, they would be astonishing as well as these that come from Chicago. What is the retail dealer doing about this? Why should so much money be sent from outside communities, impoverishing them greatly, to be localized in the big centres? While the retailer of course is not to be blamed for all of this, he certainly could prevent a great deal of this business going to the mail order houses. What appears to be needed is more co-operation between merchants and farmers, so that the latter's wants will be better understood. One retailer can do nothing. If everyone of the thousands of retailers in the country, started out with the endeavor to study his customers carefully, to determine their wants, their likes and dislikes, and succeeded in keeping $500 or a $1,000 each year of this money that goes to the mail order houses in their home town, the mail order houses would very soon be feeling the pinch. Every merchant should make a detailed analysis of his own situation and endeavor to do his share.

How Hardware Goods Are Made

Fifth of a Series Showing How Hardware Goods are Made—Describing the Processes of Manufacture in Making a Galvanized Garbage Pail—Roughly a Dozen Processes—Care Taken to Remove Impurities.

BY A HARDWARE AND METAL REPRESENTATIVE.

FROM the plain sheet of iron to the galvanized garbage pail you may buy in a hardware store is a matter of roughly a dozen processes. In a visit I paid to the factory of the Sheet Metal Products Company at Toronto, I had an opportunity of seeing these processes, and of learning that an infinite deal of pains and much expert knowledge is necessary to produce even such an ordinary hardware article as a garbage pail.

The processes which go to make-up the total operation may themselves be divided summarily into two sections; the first is the making and shaping of the pail; the second is the galvanizing and finishing of the pail.

The first process is known as blanking. The operator takes a sheet of iron or steel and puts it through a pressing and cutting machine which cuts out the two sheets which go to make up the pail. These sections are then folded. They are put into a machine which turns the edges up then folds them over. The sheets are then rolled, turning them from flat sheets into curved, the curve on each sheet representing one side of the pail.

The grooving press then takes the two sections—each of which is now curved to the shape it will assume when made up into the finished article—and unites them by grooving and inter-locking the one with the other. This obviously has to be done on both ends of each section so that the object produced then represents the shaped pail, open, of course, at either end.

The next process is wiring. The shaped metal is put into a wiring press; a circular wire rod is placed on the end which is to be wired, and a punch descends, pressing the overlapping metal round the wire ring, all the way round the top.

The bottom edge is then flanged out or burred. I think that is the name, which leaves a ridge so that the bottom of the pail will be snug.

All is ready now for the inclusion of the bottom of the pail. So far we have been dealing with the skeleton pail, open at both ends. The bottom, which has been cut and stamped separately—two operations performed in one—is then placed on the top of the pail and welded into one with it. The bottom and sides are rolled very tightly together so that the edge of the bottom piece fits tightly into the ridge which has been made by the flanging or burring operation.

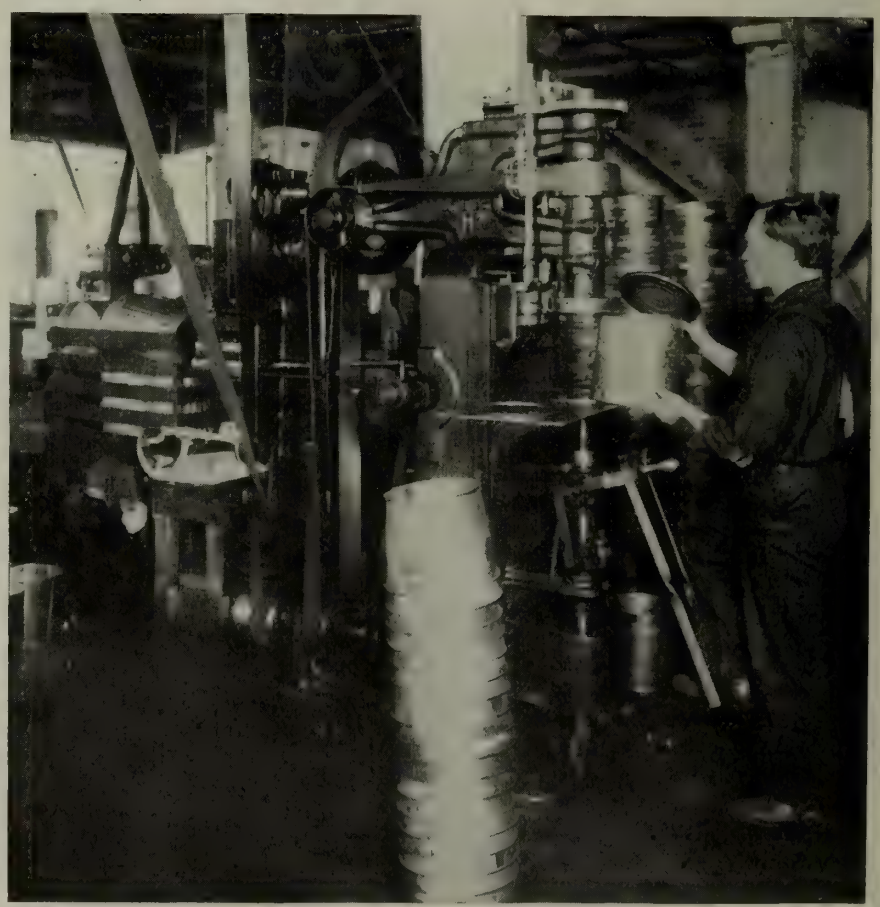
The pail is now completely made up, but for the ears and handle or bail. These have to be riveted on. The process of making the handle is a very simple one, and is a hand process. The steel rod is shaped semi-circularly, and is crooked at both ends to fit into the "ears."

The pail is now made. It now remains to make it the finished galvanized article.

From the black goods room it is passed into the pickling room. Here are the pickling pots, long baths containing acids. These acids differ according to the manufacturer. Some use muriatic, some sulphuric; some a mixture, but the formulæ are regarded as trade secrets. The pickling process prepares the surface of the pail for the adhesion of the zinc which follows later, and removes all impurities which may have gathered in the different processes up to now. I was struck by the fact that as much care is taken to remove these impurities—although the article being manufactured was only a garbage pail—as if it were a case of silverware.

The pail is now taken into the galvanizing room proper. This is a room which contains crucibles ofenormous size. The first operation in this room is to pass the pail through the fluxing box, which is filled with a solution of sal ammoniac. This is contained in one of the crucibles, which is connected by a channel with a crucible containing the spelter, or molten zinc, solution. The practice is to lower the pail down into the first crucible, and then straight into the second, where the spelter is. The sal ammoniac solution is kept at the same heat as the spelter itself.

The actual galvanizing operation is a



Placing bottoms on pails.



Inserting wire band on rim of pail.

ticklish one. The man who is galvanizing takes the pail on a rod and lowers it into the molten spelter, allowing it to stay there for a moment or two. Meanwhile, with the other hand he is perpetually stirring the surface, so that it may be kept clean, and no oxidizing can take place on the pail. After the pail has been soaked for a moment or two it is lifted out, and set down carefully on a stone, a bright, glittering thing.

There is method in the way in which the pail is allowed to stand. It is so placed, when it comes out from the spelter, that the metal runs into all the seams. All the spelter possible thus adheres to the pail, and it becomes completely watertight.

As the pail, second by second, gets cooler a wonderful transformation takes place. The bright and shingling metal crystalizes and spangles as it gets cooler and cooler, and the result is the spangled appearance that the pail has when it is bought in the store. It is fascinating to watch this spangling process. With it ends the making of a garbage pail.

As to the price of the garbage pail, while it is more or less standard, it depends primarily upon the market price of spelter, which naturally fluctuates according to conditions. It is noteworthy that a pail of the kind which we have described is considerably cheaper in England than it is in this country. Over there few are galvanized. They are just left a dull dark grey, and consequently save the expense of galvanizing. Possibly we are more attracted by a clean-looking and bright thing in this country. Certainly, a housewife would not want to buy a pail which was just a dull sort of grey color.

SELLING TOOLS BY WINDOW DISPLAY.

(Continued from page 31.)

wanted until a catalogue was produced.

I knew that I had had mechanics' fine tools displayed in the section of the window that he described, but I didn't know the tool as a feeler.

The feeler was procured and a sale made, and this was probably four or five weeks after the display. He mentioned to me at the time he made the purchase, that he didn't have the price when the display appeared, but had made up his mind to have that tool as soon as he could afford it. That is just one instance of the value of window displays, and probably there are many others, only we do not always have them brought to our notice quite as forcibly as this case.

A good tool display is interesting both to the mechanic and the window trimmer. I always took great pleasure in putting up a window display of tools. A good tool display takes a little more time than some displays but when finished there is a feeling of satisfaction when you see men around the window discussing the uses of the various tools.

Tools that are new to the best mechanic sometimes make their first appearance to him in the show window, and very often he will make his way into the store and find out more about the tool.

How to Arrange Displays.

With the aid of wall board some very effective tool trims can be made. An automatic drill to punch holes in the wall board is very useful, and much better than an awl, as the awl when it is forced through the wall board, goes through with a sudden jar and very often loosens the articles that have already been arranged.

The various tools can be wired into position with fine snare wire when the tool is in position and the holes punched.

(Continued on page 49.)



Galvanizing—where the pails, tubs, etc., are dipped into the flux by the man with the black tongs, and thence pushed down under the division, and taken out by the man with the white tongs.



What Other Hardwaremen Do

HARDWARE FIRM SELLING TOWELS.

The George Taylor Hardware Co., Ltd., with stores at Cobalt, New Liskeard and Cochrane, Ont., have always been on the alert for new lines and have never been backward in putting in any new line which they thought would give service and prove a good seller. "Paper Towels" is the newest line they have added to their stock. In announcing the new line in a newspaper advertisement last Saturday, the firm said in part:

NEW, HANDY, PAPER TOWELS.

Did you ever use a Paper Towel?

No—well now's your chance to try them, for we have just got in a new line put up in rolls containing 150 towels each. This Paper Towel is heavier than the ordinary run and is therefore better because of its improved absorbing qualities. This line is absolutely free from all injurious chemicals and it is sure bound to give satisfaction.

In some places Paper Towels can be used much more advantageously than cloth towels and at a distinct saving in money. Take for instance factories or hotels where towels are used a great deal, the great problem is found to be in connection with sanitation and expense of keeping clean.

Our new Paper Towels solve all these problems.

And look at the remarkably low cost—a roll of 150 Towels for only 30c; a nickel plated towel holder for only 50c; or a white enamel holder and covering for $1.50.

CARRYING SURPLUS STOCK.

How to carry surplus stock so that it will be easily accessible, and not cause confusion to clerks who are unfamiliar with the building, is a problem which has come up for solution in many a hardware store where shelves in the store rapidly become crowded. Much thought was given to this subject when the new store was designed for the Cochrane Hardware Co., Sault Ste. Marie, Ont.

Hardware and Metal requests retail hardwaremen to send in copies of their newspaper advertisements, circulars, catalogues or other advertising matter which they may issue from time to time. Please address all matter to Hardware and Metal, 143-153 University Ave., Toronto.

The accompanying picture shows how well this difficulty was overcome, and hardware merchants who have a spacious upper floor at their disposal, will do well to profit by this. The picture shows one side of the second floor, fitted with a hundred feet of open shelving, containing surplus stock. It includes builders' hardware, ammunition, valves, etc., and the feature of it is that the goods are practically in the same shape and location as in the shelves on the ground floor. This allows of no confusion, and goods are not misplaced and lost. One man is responsible for the condition of these shelves. They are served with three traveling ladders.



View of shelving on second floor of Cochrane Hardware Co. store.

SELLS PHONOGRAPHS AND RECORDS.

A hardware firm in Zealandia, Sask., have a good side line in connection with their regular business, that has proved to be a valuable asset.

They handle a well known make of phonographs and records, and have sold a good many machines to the farmers in the community. During the winter months especially they find the business in this line exceptionally good. An ad in the local paper occasionally keeps them in touch with owners of machines, and through this medium they announce the arrival of new records. With every machine sold the purchaser requires anywhere from five to twenty records, and this is the "velvet" of the business. The machines are sold on terms similar to those of the agents in the larger cities and while the machines are sold at a good profit the real business is in the records. For these the farmers have to pay cash and from the number of machines that have been sold in this district the business in records that is bound to follow will mean a good showing of extra profit for the merchant which undoubtedly would have gone to the catalogue houses.

Some high priced machines have been sold and these will eventually prove to be the means of selling more. This is another instance of a hardware merchant who does not fight shy of new goods.

The same merchant also stocks a good line of auto accessories and repairs and gets good business from the local auto owners in this line. If some article not carried in stock is desired, the merchant makes it a point to get the article for his customer. In this way he secures business that the auto owner would send to the nearest city.

There is always room in the hardware store for good side lines, and many lines that have proved very profitable for the merchant have in recent years made their

DESCRIPTION

Date..... Achete de .....

PRIX COUTANT

Liste..... Escompte..... Net .....

PRIX VENDANT

Special $..... Douzaine..... Chaque .....

Form used by Cabana Freres Ltee., Montreal.

way into the retail stores and become permanent lines instead of side lines.

SIMPLE METHOD OF KEEPING TRACK OF SHELF HARDWARE.

Cabana Freres, Ltee., 252 Laurier Ave., west, Montreal, and Esbourgeois et Cie., Inc., St. Hyacinthe, Que., have a system for keeping track of shelf hardware which is simple and efficient, and is applicable in any store where stock boxes are used. A record of every article in a drawer is carried on the side of the box. If there are more than five different articles, both sides are used.

A rubber stamp prints the following, leaving space for details to be filled in: Description, date of invoice, name of firm from whom article was bought, cost price including list, discount, and net, and selling price, including special price, per dozen, and price of one. A facsimile of this stamp is shown herewith. Instead of writing the name of the firm who supplied the article, a number is used.

The system has many advantages. Supposing the box contains rubber bumpers, and the traveler for another rubber company enters the store. He names his price, and the merchant can see in a minute who it was supplied them last time, price paid, how long they have been in stock, etc. Date of invoice will advise him how these goods are moving, and whether he should buy heavy or light.

If the merchant is making out a requisition for rubber bumpers, he has only to look at his stock box to find out what he paid for the last. When buying in small quantities, it often happens that the package has been destroyed by the time the line runs out, so that it is impossible to say what the last supply cost. If the box was badly sampled, the merchant may have forgotten what the box contained. With a full description stamped on the side of the box, it can be used for rubber bumpers say, and nothing else.

Esbourgeois et Cie., claim to have reduced the cost of their shelf goods about 20 per cent. by using this system. It is a well-known fact that some firms can give better value on some lines than their competitors; and vice versa. With a simple system like this, a merchant soon learns where he can buy best, not only from jobbers, but from manufacturers as well. There is a wide divergence in prices among manufacturers.

WHAT THE DISCOUNT RATES MEAN.

Hardware and Metal has on many occasions referred to the manner in which some merchants, without good reason, take advantage of full time on invoices, and thus impose heavy burdens upon their businesses. The merchant who takes full time on his bills usually works against a heavy disadvantage. A recent issue of The Credit Men's Journal refers to "What the Discounts Mean," and states as follows:

"The merchant who takes advantage of the full time on his invoice imposes a severe burden upon his business. The following examples show what that burden is:

"(1) One per cent in 10 days in a 30 day bill means 18 per cent. per annum. Example: Invoice $1,000, 30 days net, 1 per cent. for cash in 10 days. If the merchant pays in 10 days he receives $10 cash discount, which, in effect, is the interest the wholesale house pays him for the use of $1,000 for the 20 days unexpired time. This is at the rate of 18 per cent. per annum, for the interest on $1,000 for 20 days at 18 per cent. is $10.

"(2) Invoice $1,000, terms 60 days net, 2 per cent. for cash in 10 days. Discount $20, unexpired time 50 days, interest equivalent 14 4-10 per cent. per annum.

"(3) Invoice $1,000, terms 6 months net, 6 per cent. for cash in 30 days. Discount $60, unexpired time 5 months, interest equivalent 14-4-10 per cent. per annum.

"(4) Invoice $1,000, terms 4 months net, 4 per cent. for cash in 30 days. Discount $40, unexpired time 3 months, interest equivalent 16 per cent. per annum.

"(5) Invoice $1,000, terms 6 months net, 6 per cent. for cash in 60 days. Discount $60, unexpired time 4 months, interest equivalent 18 per cent. per annum.

"The above few examples will show what a heavy disadvantage the retailer works against when he takes full time on his bills. He could borrow money to discount his purchases and make 6 per cent. to 10 per cent. on the transaction besides keeping his business in hand better than he possibly can when he owes a large number of wholesale houses."

STEEL WORKS AT NEWCASTLE, N. S. W.

Of more than passing interest to the administrations of Canadian steel products plants is the following statement from the columns of the "Weekly Bulletin," Department of Trade and Commerce, Ottawa, relative to the establishment of a steel works of considerable magnitude at Newcastle, New South Wales, Australia:

After an expenditure of about $5,000,000, the company recently commenced operations, the blast furnace being now at work and the rest of the plant is rapidly approaching completion. Contracts have already been taken for the supply of large quantities of steel rails for the Transcontinental Railway and for the various State Railway Systems throughout the Commonwealth. The company has started operations at a singularly opportune time when oversea competition is minimized by the excessive freight rates now ruling. In no branch of production is it more imperative that a country should be independent of outside supplies than in iron and steel, and in the matter of large contracts for the railways and other public utilities, the company is bound to receive a preference in accordance with the established precedent of the country. When the works are completed, the plant will, in addition to steel rails, produce structural steel, angle iron bars, sheets, fencing wire and allied goods.

In South Australia, the company owns a most valuable mountain of iron stone of exceptional quality which is conveyed by steamer, some 1,100 miles, to the extensive plant erected beside the finest coal mines in the Southern Hemisphere.

Show Cards You Can Make

Illustrations from Advertisements in Hardware and Metal Used in Making Show Cards —How the Card Acts as an Aid to Sales — Three Attractive Show Card Suggestions.

BY T. O. CRAWFORD.

IN every issue of Hardware and Metal you will find in the advertising pages a large number of attractively gotten-up advertisements. In many of the advertisements exceptionally attractive illustrations are used.



The illustration used in preparing the above advertisement was taken from the advertisement of the Stanley Rule and Level Co. on page 14 of last week's issue of Hardware and Metal.

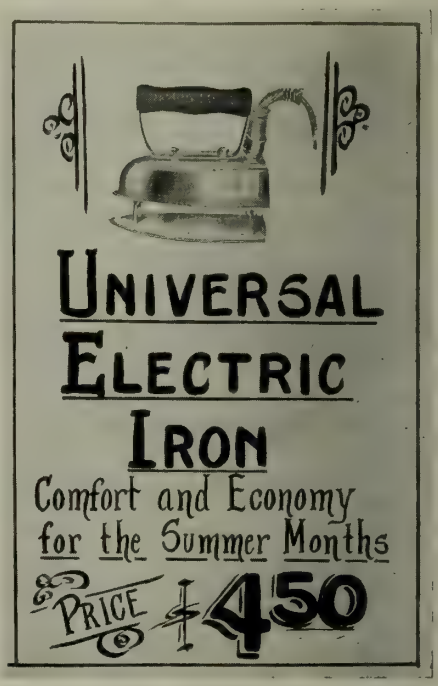
For some months past this department has been running in Hardware and Metal for the purpose of showing retail hardwaremen how they could at small expense produce useful show cards for use in window displays or the store interior. There are many hardwaremen and window trimmers who realize the value of attractive show cards in the windows and in the store, but prior to the introduction of this service many of them had found it hard to draw or secure suitable illustrations for show cards; and in some cases—in fact, many cases—it is the attractive illustration on a show card that at first compels attention.

By using the illustrations from Hardware and Metal advertising sections many card writers have solved a problem that bothered them for years. With these valuable helps, show card writing has to a great extent been simplified.

It often happens that a show card writer finds it difficult to think of phrases suitable for making show cards. When you are "up a tree" for ideas turn to Hardware and Metal's advertising pages and you will find plenty of material in the various advertisements. Some examples are given in this article.

Accompanying the article are three show cards. The illustrations used in making these show cards are taken from advertisements in the June 19 issue of Hardware and Metal. The cards shown are only three of many that could be made from the advertisements in last week's issue.

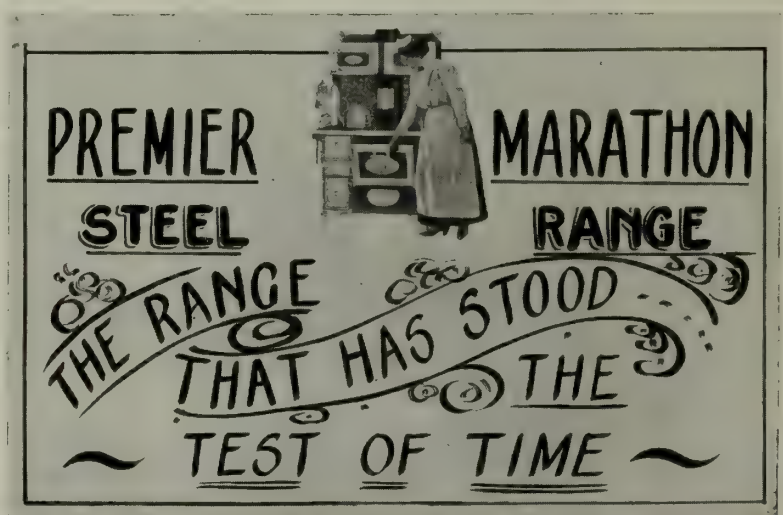
Examine for a moment the show card featuring the "Bailey Iron Plane." The illustration used on this card was taken from an advertisement on page 14 of last week's issue of this paper. The five words forming the reading matter on the card were taken from the first two lines of the advertisement. In this advertisement the card-writer found everything he needed—illustration and wording—to make an attractive card. The prices on the card tell the onlooker that the planes may be secured at various prices.



The illustration used in preparing the above show-card suggestion was taken from the advertisement of Landers, Frary & Clark on page 2 of last week's issue of Hardware and Metal.

The illustration on the card featuring the "Universal" iron was taken from page 2 of last week's issue of Hardware and Metal. The illustration was taken from the advertisement and pasted on a sheet of white cardboard. The lettering followed. This card makes an appeal to the housekeeper. All good housekeepers are interested, or can be interested, in anything that will effect economies and lighten household duties. On this card a price is quoted. Of course, it is not meant that the card writer should insert the same price as shown on the sugges-

(Con. on page 44.)



The illustration used in preparing the above show-card suggestion was taken from the advertisement of The Thos. Davidson Mfg. Co., Ltd., on page 27 of last week's issue of Hardware and Metal.

Practical Course for Sheet Metal Workers

Article No. 36 of Series

By CHARLES SEIVERS

THE problem shown in this issue, Fig. 1, is that of a flared article, square at the bottom and round at top, the top is shown in centre of plan. The elevation A B C D shows a side view, A E being the straight height, thus forming the true altitude of triangles to be formed on plan.

In the plan, A B D E outline one-half the plan, and as it will be observed each of the two sections are the same. Divide the half circle on the line A-E into a number of equal parts, viz. 8, 1 to 9 inclusive. From each division in the different quarter circles draw lines to the corners as shown from 1-2-3-4-5 to B, and 5-6-7-8-9 to D. These lines A-1, B-1, B-2. B-3, etc., form the basis of the triangles and the altitude of the triangles is taken from height of elevation as A-E.

To lay out pattern, draw a line as A-B, equal to A-B, on plan. With compasses take distance A 1 on plan and set off at right angles to altitude A E as shown by X A 1, this being the triangle on the line A 1 on plan. Measure the distance from X to 1, and with A on pattern as a centre, draw an arc; set base-line D 1 on base-line from altitude as shown by X B 1, and with X 1 as a radius and B on pattern as a centre, draw an arc cutting arc drawn from A, thus obtaining point 1. Next set off B 2 on base line from X B, and with X 2 as a radius and B on pattern as a centre draw an arc, with one of the divisions on half circle, as 1 2 or 2 3, as a radius, and point 1 on pattern as a centre draw an arc intersecting arc just drawn obtaining point 2.

The accompanying article is No. 36 of a course of practical problems for sheet metal workers prepared, especially for the readers of Hardware and Metal, by a practical mechanic who is constantly in touch with new problems which are arising in the sheet metal trades. These articles are a weekly feature in Hardware and Metal, Canada's only weekly hardware paper.

Proceed in same manner with points B 3, B 4, B 5. When the points B 5 are obtained, using B C on plan as a radius and B on pattern as a centre, draw an arc. And with C 5 on plan as a base and C X as height, obtaining X 5 as radius, with point 5 on pattern as a centre and X 5 as a radius draw an arc cutting one just drawn, obtaining point 5 C on pattern. A line drawn through points A B C, 5 4 3 2 1 will outline one-quarter of pattern, which can be used to mark off balance, or the above can be repeated once to give half the pattern as shown.

The article shown in Fig. 2 is a flaring article, square at base, round at top, but with one side vertical. The plan shows the top and bottom in their relative positions, as the two halves are the same, only the one half outlined by A B C D on plan need be developed. The method for doing this is the same as that described for Fig. 1, with the exception that the half pattern in this case must at least be completed. In developing it is always a good point to number and letter the different points to avoid confusion. The student must not forget that no allowance is shown for seams or locks.

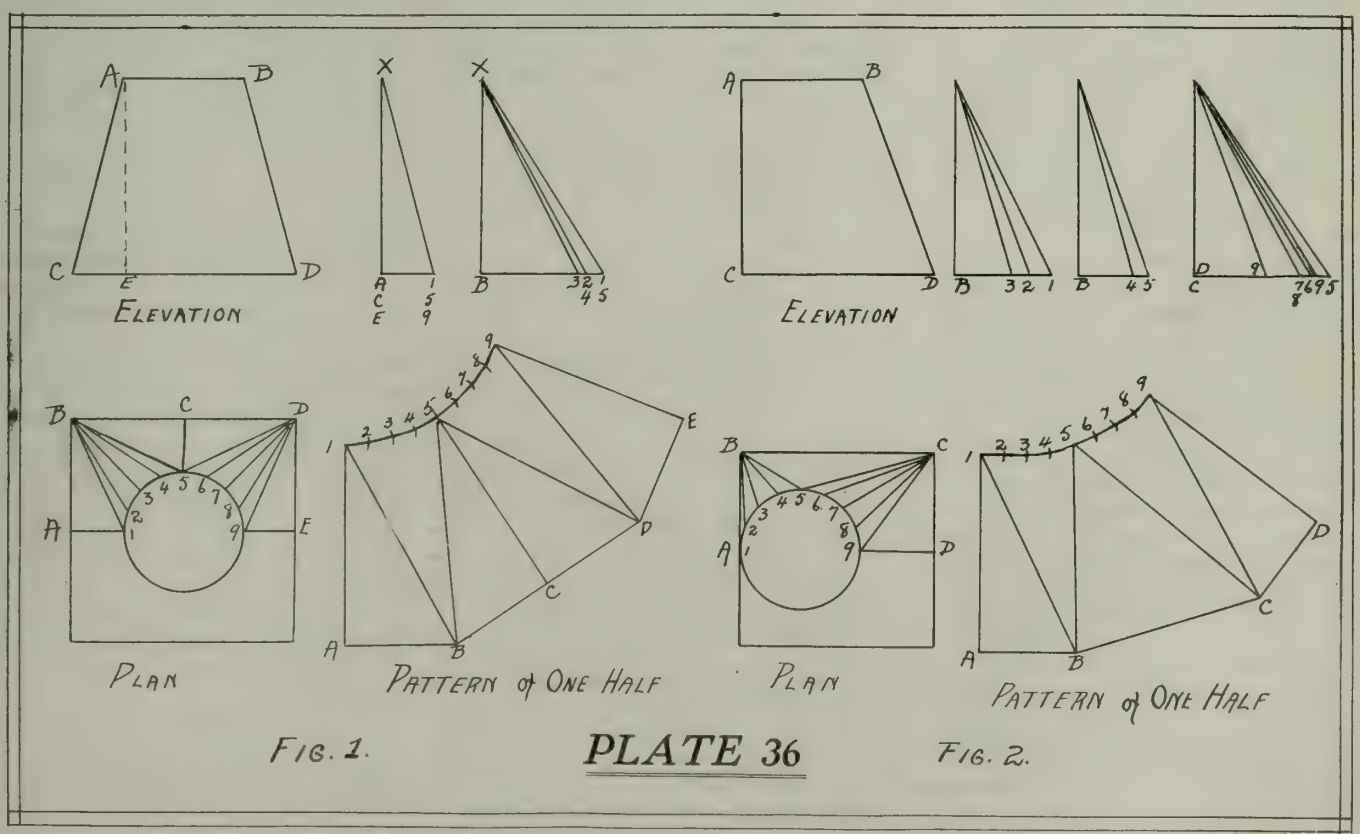


FIG. 1. PLATE 36 FIG. 2.

Events in the Trade

Readers are requested to send in, for publication on this page, news items of interest to the trade.

Fire Losses.

Scotsguard, Sask.—A. H. Jackson, hardware, has suffered loss by fire.

New Firms.

Sherbrooke, Que.—Frye & Cross, hardware; Herman E. Frye and Arthur H. Cross have registered.

Hardware Firm Registers.

Montreal, Que.—Bourget & Deschamps hardware, Joseph Deschamps and Joseph O. Bourget, have registered.

Business Changes.

Thorold, Ont.—Jas. Wilson has sold his grocery and hardware business to A. J. Wilson.

Melville, Sask.—R. Garvin & Sons, hardware and lumber, have sold their hardware business.

Wawanesa, Man.—L. R. Cotton, hardware, has been succeeded by Cotton & Loonen.

Toronto, Ont.—Moore Brothers have succeeded the Gillespie Hardware Co.

Calgary, Alta.—Western Foundry and Metal Co. has been succeeded by the Canadian Western Foundry and Supply Co.

Edmonton, Alta.—International Supply Co. has been succeeded by Canadian Western Foundry and Supply Co.

Ontario Incorporations.

The Invincible Machine Co. has been incorporated at Toronto, with a capital of $100,000, to carry on the business of machinists, mechanical engineers, toolmakers and iron and brass founders, at Toronto, Ont. Incorporators: James Young Murdoch, Esca Brooke Daykin, of Toronto, Ont.

The W. A. Swayze Co., capitalized at $40,000, head office Toronto, to manufacture and deal in automobile, wagon and carriage bodies and fittings, etc.

Dominion Incorporations.

The Universal Stove and Furnace Co., has been incorporated at Ottawa, with a capital of $500,000, to manufacture stoves and furnaces, etc., at Toronto, Ont. Incorporators: George Mortimer Kelley, John Delatre Falconbridge, of Toronto.

The Vacuum Street Cleaning Machine Co. has been incorporated at Ottawa, with a capital of $175,000, to manufacture street sweepers, air cleaners, drying apparatus, etc., at Windsor, Ont. Incorporators: William Thomas Blaney, of Windsor, Ont., and George Samuel Clarke, of Detroit, Mich.

London, Ont., for Next Year's Meeting.

St. John, N.B., June 23.—The Canadian Society of Domestic Sanitary and Heating Engineers to-day at the annual convention here, elected E. H. Russell, of London, Ont., president, and B. Noble, also of London, secretary-treasurer. P. Charette, of Montreal, was chosen vice-president for Quebec; Harry Hicks, of Toronto, for Ontario; J. Marr, of Calgary, for Alberta; A. J. Hammond, of Winnipeg, for Manitoba; and J. S. Anderson, of Vancouver, for British Columbia. London, Ont., was chosen for next year's meeting.

Brass Rods Wanted in Large Quantities.

Hardware and Metal has received a letter from an English firm of engineers and contractors who want to get in touch with any firm able to supply brass rods in quantities of ten tons or more weekly. The rods to be of varying sizes, classes B and C. The above amount will be wanted for twenty-five weeks or longer; terms, cash against documents. The firm would like quotations f.o.b. Montreal or New York, and also delivered London docks or other British port. Firms interested may secure further particulars by writing to the Editor, Hardware and Metal, Toronto, Canada.

WHAT OUR READERS SAY.

Montague, P.E.I.

MacLean Publishing Co., Ltd., Toronto, Ontario.

Gentlemen:—

Enclosed please find Bank Order for $2.00 to pay for our subscription to Hardware and Metal for one year.

We may say that we find this paper to be of inestimable value to us in our business and we rely on the quotations as they appear weekly to help us in our buying.

Yours truly,
POOLE & THOMPSON, LTD.,

Obituary.

Toronto, Ont.—The death occurred last week of A. R. Clarke, president A. R. Clarke & Co., glove manufacturers this city, as a result of injuries received and exposure, at the sinking of the Lusitania some weeks ago.

Brockville, Ont.—The death occurred here, suddenly, of Wm. H. Harrison, who conducted a stove and tinware business. Mr. Harrison was 63 years of age, and was mayor of the town for two years. He was a councillor, light and water commissioner, also a member of the Provincial License Board for this district. He was a veteran of the Fenian raid. He was a prominent Mason and an ex-officer of the Ontario Grand Lodge.

Montreal, Que.—The death occurred here recently of Edouard Charles Petit, of Armstrong & Petit, hardware, plumbers, etc.

Removed to Larger Premises.

The F. R. Murray Co., Ltd., Vancouver, commission merchants and wholesale distributors of hardware, have recently removed their office, warehouse and sample room to a new location at 117 Pender street west. The new location is very central and right in the heart of the wholesale and financial section of the city. In the new premises the firm will have nearly three times as much space as in the former premises. The business has only been established two and a half years but has grown to such an extent that the need of larger quarters has been felt for some time. F. R. Murray, managing director is a former resident of St. John, N.B. In the new premises the firm will have large windows for demonstrating purposes.

Personal.

Montreal, Que.—W. Drysdale, manufacturers' agent, of Montreal, is making a trip through the Maritime Provinces.

REGULATIONS GOVERNING SALES.

(Continued from page 29.)

to a penalty not exceeding one hundred dollars and costs or to imprisonment for three months, or to both fine and costs and imprisonment, who—

" (a) not having a permit in Form 76, has upon his person a pistol, sheath knife, bowie knife, dagger, stiletto, metal knuckles, skull cracker or other offensive weapon that may be concealed upon the person, or any air gun or any device or contrivance for muffling or stopping the sound of the report of any firearm, elsewhere than in his own dwelling house, shop, warehouse, counting house or premises; or,

" (b) sells or, without lawful excuse, gives or lends any such offensive weapon, device or contrivance to any one not being the holder of a permit; or,

" (c) in the case of a sale, neglects to keep a record of such sale, the date thereof, the name of the purchaser, such sufficient description of the weapon, device or contrivance sold as may be necessary to identify it, the date and place of issue of the permit and the name and office of the issuer of the permit, or neglects to send a duplicate of such record by registered mail to the person who issued such permit or neglects to endorse upon such permit the date and place of sale, the said description of the weapon, device or contrivance and the name of the vendor; or,

" (d) being authorized to issue a permit, issues it without keeping a duplicate thereof as a record, or having issued a permit, fails to keep any record received by him of sales of weapons, devices or contrivances to the holder thereof; or,

" (e) issues a permit without lawful authority.

"2. Upon sufficient cause being shown, any officer of the Royal North-West Mounted Police or commissioner of Dominion police or superintendent of provincial police or stipendiary or district magistrate, or police magistrate or acting police magistrate, or sheriff or chief constable of any city, incorporated town or district municipality may grant any applicant therefor, as to whose discretion and good character he is satisfied, a permit in Form 76, for such period not exceeding twelve months as he deems fit.

"3. Such permit, upon the trial of an offence, shall be prima facie evidence of its contents and of the signature and official character of the person by whom it purports to be granted.

"4. Whenever the Governor in Council deems it expedient in the public interest he may, by proclamation, suspend the operation of any of the provisions of this section in the whole or any part of Canada, and for such period as he deems fit.

"5. Nothing in this section shall apply to any weapons, devices or contrivances authorized to be carried by any member of His Majesty's naval, military, or militia forces, or carried by any peace officer, or to any bona fide sale made by any manufacturer of or person trading wholesale in such weapons, devices or contrivances to any person bona fide dealing in such articles and having an established and fixed place of business.

"6. Every peace officer may search any person whom he has reason to believe and does believe has upon his person any weapon, device or contrivance contrary to the provisions of this section, and may seize any weapon, device or contrivance illegally in the possession of any person without a permit. Any such weapon, device or contrivance had or carried in violation of this section shall be forfeited to the Crown to be disposed of as the Attorney-General of the province in which such forfeiture takes place may direct."

Selling to Minors.

5. Section 119 is repealed, and the following is substituted therefor:—

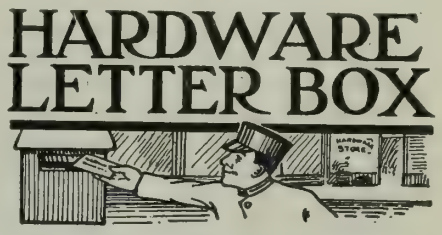
"119. Every one is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars who sells any firearm or gives or sells any pistol or air-gun, or any ammunition therefor, to a minor under the age of sixteen years unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good reason to believe that such minor was not under the age of sixteen years."

6. Section 3 of chapter 9 of the statutes of 1907 is repealed and the following is enacted as section 151:—

"151. Every one who, by himself, his clerk, servant, agent or other person, violates any of the provisions of section 150 is guilty of an offence against this part and liable on summary conviction to a penalty of two hundred dollars and costs, and, in default of payment, to imprisonment for a term not exceeding three months; and, upon any subsequent conviction, to a penalty of three hundred dollars and costs, or to imprisonment for a term not exceeding six months, or to both, and, in default of payment of such penalty, to imprisonment or to further imprisonment for a term not exceeding three months; and imprisonment in each case shall be either with or without hard labor."

7. The following section is inserted immediately after section 169:—

"169a. Every one who falsely represents himself to be a constable or other peace officer, or who, not being a constable or other peace officer, makes use of any badge or article of uniform or equipment in such a manner as is likely to make persons believe that he is a constable or other peace officer, is liable upon summary conviction to a fine not exceeding one hundred dollars and costs, or to imprisonment for a term not exceeding three months, or to both such fine and such imprisonment."



Manufacturers of File Handles.

Sumner Co., Moncton, N.B.—Can you give us the names of firms making file handles?

Nicholson File Co., Port Hope, Ont.; McKinnon Dash Co., St. Catharines, Ont.; Lyster Wood Box Turning and Enamelling Co., Lyster, Que.; Waterloo Iron Works, Waterloo, Que.; E. B. Salyerds, Preston, Ont.; The Chapin Stephens Co., Pine Meadow, Conn.; Canada Spool & Bobbin Co., Ltd., Walkerton, Ont.—Editor.

Burnishers and Button Sticks.

Marshall's Hardware, Kingston, Ont.—Can you give us the names of anyone who could supply burnishers and button sticks?

Can any of our readers supply this information?—Ed.

Safety Razor Sharpening Machines.

H. W. Hobson, 1772 Davie St., Vancouver, B.C.—I will consider it a favor if you will let me know the names of any manufacturers of safety razor sharpening machines.

The Henderson Machine Co., Cincinnati, Ohio; Hyfield Mfg. Co., 48 Franklin street, New York, N.Y.—Ed.

Unmounted Grindstones.

Subscriber, Blind River, Ont.—Is there a grindstone quarry in Canada where I can buy a carload of unmounted grindstones?

W. R. Knowles Co., Ltd., Clifton, N. B.; Miramiche Quarry Co., Ltd., Quarryville, N.B.; Read Stone Co., Ltd., Sackville, N.B.—Ed.

An aeroplane engine runs at about 1500 r.p.m., and the tip of the propeller blade may have a speed of anything up to 500 m.p.h.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which Item is Taken—Every Farm a Factory—More Rods Than Steel Rails—Money.

EVERY FARM A FACTORY.

From the Harvester World.

THE opportunity of the town lies in the country. The country can get along without the town, but no town ever has been or ever will be permanently prosperous where the land is poor. The town is built on farm profits; on what farmers produce in excess of their home needs. In fact, towns are liabilities, not assets—consumers, not legitimate producers. Towns are the natural evolution and outgrowth of necessity—places to store and distribute the world's surplus products through the channels of commerce. There is but one road to permanent city building—that road leads to the farm. Business is so sympathetic, so sensitive to crop production, that the forecast of a poor wheat or corn crop affects the markets of the world. When the harvest fields smile, towns wax fat, and factories increase the pay roll. Corn, wheat, and hay, beef, pork, and poultry—these are the soil builders, the home builders, the builders of great cities.

The old-fashioned chamber of commerce, with its cash bonuses and free factory sites, is rapidly passing away. Instead of grabbing business from each other, towns are beginning to look to the country, out into the fields of growing corn and wheat and hay. Here lies the opportunity—for the great city, strange as it may seem, is out in the country, hidden in the fertility of the soil. A successful hay campaign will bring factories to the town. Hay means beef and pork, which beckon the packing house and storage plant. More corn means cereal mills, glucose factories, starch factories. Flour mills locate in wheat-producing sections. Creameries follow the dairy cow, and the truck patch calls for the canning factory.

Let us have more chambers of agriculture and command fewer "commercial clubs." Let us create wealth from the opportunities at home, and not subtract it from other communities.

We must not forget that every farm is a factory, and that in every state there are thousands of these factories which need our best thought and effort to make them productive.

* * *

MORE WIRE RODS THAN STEEL RAILS.

From the Iron Age.

SOME years ago the suggestion was made in these columns of the probability that the production of wire rods in this country would eventually exceed the production of steel rails. This was based on the steadily growing consumptions of wire, causing an almost continuous annual increase in the output of wire rods, in comparison with the irregular increase in the consumption of rails. Occasionally in the interval the gap narrowed considerably between the output of rails and wire rods, but the production of rails until recently was too great for the output of wire rods to overtake it. The expected, however, happened in the past year.

The statistics issuel last week by the American Iron and Steel Institute covering the production of wire rods show that in 1914 the output was 2,431,714 gross tons against the output in the same year of 1,945,095 gross tons of all kinds of rails, as reported by the same authority in its statistical statement issued March 26, 1915. It would almost appear like boasting over a crippled contestant, however, for the wire-rod manufacturers to draw this comparison, as the production of rails last year was most unfavorably influenced by the unfortunate financial condition of railroad companies which prevented them from purchasing rails in their usual quantities. The output of rails in 1914 was about a million and a quarter tons below the average of the previous five years. The wire trade, it is true, was also not up to its standard in 1914, as the output in 1912 was about 220,000 tons greater. Nevertheless, it happened that the wire trade was not so seriously depressed as the rail trade. Consequently, although the precedent has at last been established of the annual production of wire rods exceeding that of rails, it remains to be seen whether this assumption of leadership is simply an accident or whether it can be maintained after conditions become normal in the whole steel trade.

* * *

MONEY.

From The Statist.

HOW will the resignation of Mr. Bryan affect the International Money Market? The question is of considerable importance, and it may be well, therefore, to discuss it without delay. Of course, the mere withdrawal of a single member, however eminent and however influential, from the Cabinet of a democratically governed country would not necessarily of itself have much bearing upon monetary affairs. It might be dictated by circumstances not in the least likely to alter the value of money. In this case, however, the resignation is expressly based upon the note which at the time was being prepared to send to the German Government. In other words, the resignation is dictated by matters which may involve war with a great military and naval power. Therefore, the step taken by Mr. Bryan cannot fail to have some influence upon money.

* * *

THE GOVERNMENT AND ANTIMONY STOCKS.

From the Ironmonger.

IN our opinion the Government has at least as good a case for action in regard to the supplies of antimony as it can make out for its decision to commandeer the stocks of spelter, and as the sources from which antimony is obtainable are more varied, it would probably be able to interfere more effectively than in the spelter supply. Most of the antimony used for munitions of war is smelted and refined in this country, although very little of the ore is produced here, and it would be absurd if, with the means at hand of effectually increasing the supplies of the metal and keeping prices at a reasonably low figure, the Government were to refrain from moving in the matter. The price of antimony has risen in practically the same proportion as that of spelter, but so far the Government has done nothing to check the upward run of prices.

* * *

There is quite a difference between earning money, making money and getting money. The first may be called honesty, the second speculation, and the third robbery.

New Hardware Goods

Offered Canadian Hardwaremen

THE NEW NEPONSET SHINGLE.

The asphalt shingle may now be said to have definitely taken its place among the standard roofing materials.

Bird & Son, of Hamilton, Ont., who for years have been making ready roofings of different sorts, were one of the first to come into the market with a shingle of this sort. Their first shingle was known as the Granitized Shingle.



Appearance of Neponset shingles where applied to roof.

This shingle has now been displaced by an improved shingle which Bird & Son are putting out, called the Neponset Shingle. The body of this new shingle is made from materials similar to that used in the Neponset roofings. Briefly this body is a felt thoroughly saturated with asphalt.



Bundle of Neponset shingles. Bundles contain one-quarter of a square.

In the case of the Neponset Shingles there is then added a coating of asphalt and into this is embedded a heavy surfacing of crushed slate, in its natural colors of red and green.

The Neponset Shingles are said by the makers to be of great durability and at the same time make a colored roofing which is most artistic in appearance. The fact that this color is obtained by the means of a crushed slate means that it will be a color that is practically permanent.

The makers also direct attention to another special point about this crushed slate surfacing, viz., the method by which it is embedded into the asphalt. This is done under tremendous pressure which again gives permanence to the color of the roofing and also to the durability.

Neponset Shingles are all uniform in size. This is said to be of great help in laying the shingles and means a big saving in time as there is none of the trimming and fitting which is necessary in the case of wooden shingles. Also on account of the flexibility of the shingle and its weight it will lie down firmly and fit a roof more closely than a rigid wooden shingle would fit.

The makers also direct attention to the fire resisting feature of this material. The slate surfacing, of course, is absolutely fireproof, but the shingle itself cannot be said to be fireproof. To all intents and purposes, however, the shingles are fireproof because the only way that a building would catch fire on the roof would be from flying sparks and embers and against these the Neponset Shingles are claimed to be impervious.

Further details may be secured by writing to the manufacturers, Bird & Son, Hamilton, Ont.

HOLT CO.'S NEW PRODUCTS.

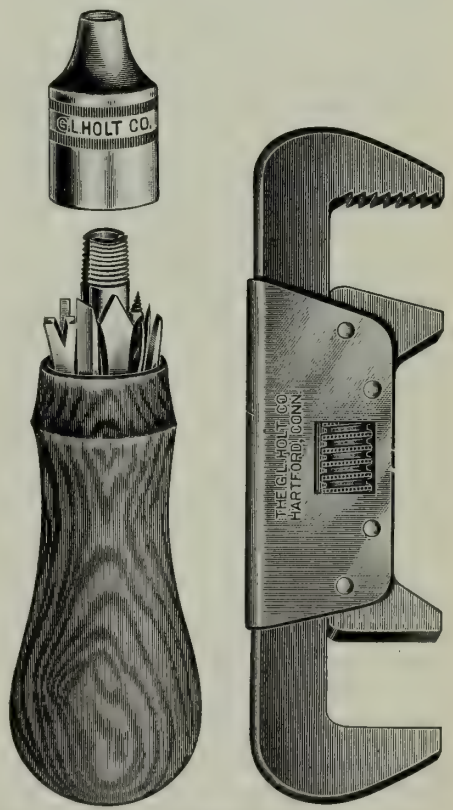
The G. H. Holt Co., Hartford, Conn., offers to the Canadian hardware trade two new lines, here illustrated. The new double end adjustable wrench is a nut and pipe wrench in one, and is made in two sizes, 4-inch and 6-inch.

Regarding the new wrench the company states as follows:

"In general construction these wrenches are the same as the regular drop forged slide wrenches thousands of which have been on the market for the past thirty years. Being two tools in one they possess double value, yet the price is much less than two single wrenches. With one end for any kind of nuts and the other end for round bolts or pipe, they will hold and turn any shapes, square or round within their capacity. The wrenches are securely wrapped and packed in individual boxes."

Holt's patent magazine tool hafts and handles are also a recent production of the company. In describing this line the company states as follows:

"We make two sizes of Cocobola tool hafts, all inside tools properly hardened and finished; also two sizes of magazine tool handles, and a magazine screw driver, all of which have solid ends, with no wood cap to split, and they go together by means of Holt's Patent Construction making it impossible to pull the tools from the jaws or the jaws from the handle while in use."



Holt's patent magazine tool haft and new double-end adjustable wrench.

Descriptive matter describing the new products can be secured by writing to the manufacturers.

Junior Clerk's Page

SOME ANCIENT HISTORY.

From Simonds Saw News.

Pictures of workmen using saws are graven upon ancient Egyptian and Assyrian monuments, and their general introduction is credited by one historian to Daedalus. Their shape was apparently but little different from that of the modern saw. Ancient flit saws have been found on the site of Troy, and the Hebrews used saws for cutting both wood and stone. The Hebrews, Egyptians, Persians, and Romans occasionally executed prisoners with saws.

In the British Museum is a saw found in a tomb at Thebes in Egypt. The blade is seemingly brass, 10½ in. long and 1¼ in. wide at its greatest width. The teeth are uneven, and apparently were made by striking the edge of the blade against some dull instrument. Graven on an altar in Rome is a perfect picture of a bone-saw shaped like those used to-day.

As serviceable saws must be made of iron or steel, the saw is not as ancient an instrument as some others, and savages do not use it. Neither were the more civilized South American tribes familiar with saws, for they, too, lacked iron. Probably the idea of the saw was first suggested by the notched jawbone of some fish. In Homer's time the saw seems not to have been known to the Greeks, and probably they as well as other nations took the idea from the Egyptians. The ancients so improved the saw that it comes down to us in much the same shape that it has to-day.

TALKS WITH CLERKS.

A clerk in a Toronto hardware store in the course of a recent conversation, dwelt at great length upon his eminent qualifications as an all-round hardwareman, bragged of his salary, etc.

There was no limit to his self esteem, it went to feathering, sprouted and took to wing before his listeners' eyes. He was a good man and he knew it.

The last was not meant in a sarcastic sense. He was really competent, but his more than knowledge of that fact nullifies the benefit of the virtue. Evidently, his employer thinks likewise, for the young man, whilst holding forth at great length upon his value to the business and the fondness of his employers for him, said: "And, by George, you know, in spite of all I've done for the firm, I've never been raised voluntarily yet. I've had to fight like a wolf for every raise I got!"

Self Confidence or Swelled Head?

I was talking with a chap the other night who was going to work in a hardware store although he had never had any previous experience either in hardware nor in selling.

"Bet your life," he said, "So and So fixed it up for me, and if I can't go on the floor as a full fledged salesman they can go to blazes!"

"But," I ventured timorously, "you've had no experience; you must take a more humble job until you get on to the ropes?"

"Ropes, nothing! They can't show me anything. I've demonstrated my ability in other lines, and it won't be any trouble for me to learn their old hardware."

"But, other fellows——" I started to say.

"Oh, yes, other fellows, but they're different. They must expect to learn from the bottom up. But I can start in at the top. I'm different.

SHOW CARDS YOU CAN MAKE.

(Continued from page 38.)

tion. Prices vary according to locality, and the prevailing price where the card is to be used should be quoted.

The illustration on the card showing the Premier Marathon Range was taken from an advertisement on page 27 of last week's issue of Hardware and Metal. The card-writer has reproduced the heading of the advertisement as it appeared in that issue. On this card the price is not given. Some dealers believe that it is not a good plan to show the price on a stove in the show window. They claim that if the price is given, many customers not acquainted with the merits of the stove offered will not enter the store. On the other hand, if the price is not quoted, but the goods are shown up attractively, there is every likelihood of interested persons entering the store to inquire regarding the price. The salesman then has an opportunity to point out the good features of the stove offered, and if he cannot make a sale on the spot he can secure the prospect's name and follow up the latter by letter or a personal canvass. Other merchants claim that it is a good plan to quote the price. They argue that if a merchant openly quotes a price he practically tells the public that he has a good article at a certain price, and if he did not think it was worth the money he would not come out openly and quote the price. Many other arguments could be advanced for both sides, but the question of quoting prices on stove show cards is one that is largely up to the merchant, and is for him to decide.

The three cards here shown were made in a very short space of time and the cost was practically nil. Any hardware clerk can make good show cards if he makes use of Hardware and Metal's advertising pages in the manner suggested in this and former articles.

CATALOGUES AND BOOKLETS.

Monel Metal.

The International Nickel Company, 43 Exchange Place, New York, recently issued an attractive booklet descriptive of Monel metal and its uses. The booklet contains a great deal of interesting information regarding uses for which Monel metal has been found adaptable; resistance of Monel metal to oxidizing influences, resistance of Monel metal to corrosive influences, the retention of strength of Monel metal at high temperature, etc. Copies can be secured by writing to the above address.

Jewel Gas Stoves and Gas Appliances.

An attractively gotten up 80-page catalogue, featuring Jewel gas stoves and gas appliances, has been issued by The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont. The catalogue, which is nicely illustrated with half-tone illustrations, features, among a great many other products, gas ranges, gas heaters, hotel gas ranges, hot water, tea and coffee urns, charcoal broilers, hot plates, gas water heaters, artificial fuel, ovens, etc. All gas goods can be supplied for natural or artificial gas.

Weekly Market Reports

Statements From Buying Centres

The Markets at a Glance

The past week has been a quiet one in the trade and on account of cold weather the movement in seasonable goods has received a temporary set-back. The rising metal markets have received a sudden check during the week and spelter and lead have declined considerably. This was to be expected, following the warnings recently given. Despite the weakness exhibited in these metals there have been quite a number of price advances in hardware products. Among the lines affected are ammunition, hinges, tinned iron, copper and nickel wares, snow shovels and other lines. Aluminum has joined the price parade and is now quoted at almost double the price quoted two weeks ago. It is said that on aluminum most producers are sold up to the end of the year. There is a scarcity of brass rods, etc., and a number of large inquiries have arrived from English firms. In the lead market it is obvious that buyers became firmly convinced that manipulation was going on and dealers began to lose faith in the market. Linseed oil declined 6 cents per gallon at Toronto during the week and the market is very unsettled.

MONTREAL.

MONTREAL, June 24.—The reaction in the metal markets as affecting lead and spelter have been the spectacular features of a quiet week in the trade—spectacular because outside of the metals themselves the reaction has not been noticed in metal products which had not yet advanced to the level now reached in the decline. Thus, despite the weakness in metals generally, the feature of the week has been advances in a large number of miscellaneous lines. Among the articles affected are: solder, lead wool, lead pipe, Canadian plates, tinned iron, copper kettles, boilers, etc., ammunition and shot, hinges, galvanized nails, machine screws, hat and coat hooks, snow shovels, tapes, galvanized wire cloth, etc.

Business is reported as continuing as for some weeks with a fair country demand and quiet city business, while the building trade in general is almost at a standstill. Some dealers report an improvement in river front trade, while some substantial Government orders have been going. In general trade, volume of orders continues large in proportion to bulk.

The Metals.—The rising metal markets have been checked during the week, and a reaction in some departments followed. The opinion seems to have spread that the whole movement, and particularly the rise of lead, had been due to market manipulation on the part of special interests, presumably German. Spelter and lead have declined but the changes have not been sufficient to affect the markets for products of these metals. In the case of the former, the change seems due to sentiment rather than to the state of supplies, and, although the price is lower, manufacturers report that they cannot get sufficient supplies. For this reason, further advances in galvanized products are looked for. As regards lead, the reaction of raw material has not yet been sufficient to meet the rising prices of products; paint, pipe and sheets are firm with shot, cartridges and some other lines showing advances. Copper and tin are firm with the high prices continuing to affect materials into which they enter.

Tin.—The local market for tin is firm, while New York shows slight fluctuations which indicate a net decline for the week of about 1c. A rise in London early in the week failed to find sympathy in New York, and there was then a reaction on the other side. American consumers are said to be comfortably supplied for the immediate future with big shipments afloat in addition to the heavy purchases made during the past few weeks. London might have worked the market up while this buying movement was on, but the effort now is not likely to meet with success on this side of the water. The situation as regards futures is easier.

Spelter.—The price of spelter on the local market has been shaded down to 25c-26c. This decline of 4c is in sympathy with New York and does not indicate the situation here; New York quotes 17½c and 18c as compared with 26c two weeks ago. So far as manufacturers are concerned, they say that the lower prices are of no significance, as they indicate a change of sentiment and do not relieve conditions as regards shortage of supplies. For this reason still higher prices for galvanized products—ware, sheets, pipe, etc.—are predicted. New York reports very little interest on the part of buyers and no bids are recorded for anything but very small tonnages.

Lead.—There has been a marked reaction in lead following the sensational rise and the local quotation is off 8¾c and 9c to 7½c and 7¾c. There has been a market change in sentiment which seems to have been brought about by the fact that a study of statistics of production and consumption gave no basis upon which the high prices might be based. The conclusion was drawn that there was manipulation going on and dealers began to lose faith in the market. The result was that there was heavy selling on the part of second hands on a stop-loss basis, and producers were unable to check the movement before it reached considerably under their level. The situation in New York may be judged from the fact that whereas a week ago the Trust was charging $7, and second-hands were at $7.15, now the Trust is at $5.75, while second-hands are

MONTREAL QUOTATIONS.

Tin	47c-48c
Spelter	25c-26c
Copper	21c
Lead	7½c-7¾c
Antimony	40c
Solder, ½ x ½	28c-30c
Solder "strictly"	30c-32c
Aluminum, Ingot	40c lb.
Aluminum, Pattern	45c lb.
Wire Nails	$2.40 base
Cut Nails	$2.50 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp	13½c
Siscal	10½c
Lath Yarn	9¾c

For quotations on other hardware goods see weekly report and current quotations.

satisfied to get $5.40; instead of being 15c over the Trust they are 30c under. Many lead products show advances, the reaction not having been sufficient to meet manufacturers on the up grade.

Copper.—The situation in copper shows the local conditions to be firm but inactive; 21c is the prevailing quotation. New York for the week shows a fractional decline, which speaks well for the situation, for complete stagnation prevails there with practically no inquiries. It is believed that the "blue" sentiment in connection with spelter and lead is having its effect for consumption is good and the market is thought to be able to take care of itself around the present levels. However, a further advance in prices is regarded as unreasonable.

Antimony.—Unaffected by the decline in lead and spelter, antimony is holding its position well and there seems to be ground for the argument that the advances were based upon actual conditions of demand and supply and were not due to manipulation, as was the case with some of the other metals. Locally the price is nominally 40c, but there is practically nothing changing hands owing to the shortness of supplies.

Aluminum. — After getting into the price parade last week, aluminum has made further startling advances and the quotation is now 40c for ingot—compared with 23c two weeks ago—and pattern is 45c. The awakening of this metal seems to be due to its use to take the place of others which advanced to unusual price levels. However, a reaction would seem likely in view of the present state of the market for other metals.

Solder.—The high price of lead is keeping the solder market very strong and some further advances have been noted, although not of a radical character. The prevailing prices are 28c to 30c for half-and-half and 30c to 32c for strictly.

Sheet Zinc.—Prices for sheet zinc continue at abnormal levels and as yet there has been no material reaction. A nominal quotation of 36c is heard, but supplies are so short and sales so small and uncommon that it is difficult to find a wide basis.

Sheet Lead.—The reaction in lead has not been sufficient to affect the new high prices for sheet lead established a week ago, and the following still prevail:

Sheets, 2½-lb. square foot	$9.50
Sheets, 3-lb. square foot	9.25
Sheets, 3½-lb. square foot	9.00
Sheets, 4-6-lbs. square foot	8.75

Lead wool has advanced another 1c lb. to 10c.

Lead Pipe.—The rising lead market has brought the prices on lead pipe up to the high level. Prevailing quotations are 11¼c for lead pipe and 11¾c for lead waste pipe.

Canada Plates.—Price advances are noted for plain Canada plates, the following quotations now prevailing:—

Ordinary, 52 sheets	$3.25
All bright, 52 sheets	4.40

Tinned Iron.—A further increase has also been made in the price of tinned iron, the advance being 25c all round, and the following quotations now prevailing:

72 x 30 up to 24 gauge, case lots	$10.25
72 x 30 up to 26 gauge, case lots	10.75
20 x 28 x 94	13.00

Less case advance 25c.

Galvanized Sheets.—Despite the fall in the spelter market, the situation for galvanized sheets is very strong and further advances are being looked for. The following schedule which went into effect last week has just been confirmed by the Montreal association:

Queen's Head and Gorbals Best Best—	
16-20 gauge	$5.80
22-24	6.00
26	6.25
28	6.50
Fleur-de-Lis and Colborne Crown—	
16-20 gauge	$5.55
22-24 gauge	5.80
26	6.05
28	6.30
Apollo—	
14 gauge	$5.30
16	5.30
18-20	5.50
22-24	5.60
26	5.70
28	5.30
10¾ ozs.	5.50

Galvanized Ware.—Makers of galvanized ware report no relief as regards supplies of spelter, despite the reaction in the price. The demand is naturally very light in view of the high prices prevailing.

Copper Ware.—Important advances have been made in the prices of copper ware as predicted last week. The increases are due to the higher cost of raw materials. The following discounts now prevail:

Copper boilers, kettles, tea and coffee pots, 40 per cent.

Copper bitts, 17½ per cent.

Copper-bottom tea kettles and boilers, 25 per cent.

Range Boilers.—The following list prices now prevail for range boilers, being an advance of $1 all round:

30-gal. Standard, welded	$6.50
30-gal. Standard, riveted	6.75
30-gal., extra heavy	9.00

Ammunition.—The rising market for lead has had a marked effect on ammunition prices. The new Dominion quotations as adopted by the Montreal association, are as follows:

22 short and long black and long smokeless, 40 and 2½ per cent.

22 short smokeless, 50 and 2½ per cent.

Long rifle black and smokeless, 30 and 2½ per cent.

Centre fire pistol, 5 and 2½ per cent.

Centre fire sporting and military, 10 per cent. add list.

Primers, 2½ per cent.

Shot cartridges, discount same as ball.

Shells. — The advances as affecting loaded shot shells make Crown black powder 20 and 2 per cent., Sovereign bulk smokeless 25 and 2 per cent., Regal dense smokeless 25 and 2 per cent, Imperial 20 and 5 per cent., Canuck Smokeless, 25 and 2 per cent.

The following advances on American shells are in effect in some houses but not generally adopted as yet: Nitro Club, 20 and 5 per cent.; New Club, 20 and 5 per cent., and others proportionately.

Shot.—The advance in the price of shot is a very important one, the basis now being $11.25 net, as compared with $9 net. The special discounts, etc., are as before.

Hinges.—The prices of heavy Tee and strap hinges are to be advanced about 10 per cent. all round. Particulars as to the re-arrangement of the discounts are not yet available.

Roofing Nails.—The advance in roofing nails has been followed by a further increase. The basis for galvanized is now $7 as against $6.50 last week.

Machine Screws.—The price of machine screws has been advanced, the discount now being 30 per cent. as compared with 35 per cent. The line is one not extensively handled in the trade.

Hat and Coat Hooks.—There is an advance of about 10 per cent. on hat and coat hooks, being the result of higher prices for copper wire. The basis for 3-inch is now 60c.

Snow Shovels.—A second advance on snow shovels has been made in the past month. The prevailing quotations on wood are now as follows: Invictus, 30 per cent.; Diamond, 32½ per cent.

Tapes.—It is announced that Lufkin tapes will be advanced from 5 per cent. to 10 per cent. all round but as yet the new price lists have not been received.

Galvanized Wire Cloth.—The prices of galvanized wire cloth have been raised materially, the new basis being about 50 per cent. above the old: Four-mesh, $5.50; 6-mesh, $6.25 and 8-mesh, $7.

Builders' Hardware and Materials.—The demand for builders' hardware and materials continues very slow, particularly in the city. New lists on builders' hardware are still delayed owing to the unsettled state of the metal markets.

Iron and Steel.—The demand for iron and steel is confined to small lots, dealers preferring not to stock up with the

consumption abnormally small. Basis for bar iron $2, with 5c off for large lots.

Rope.—There is a fair demand for some lines of rope in connection with the waterfront trade. Following are the important changes covered in the recently announced price list:

Pure Manila basis	16c
British Manila Base	13½c
African hemp basis	13½c
Sisal basis	10½c
Cotton rope 3-16 and larger	22c

Stoves.—Dealers report that country demand for stoves is beginning to show some improvement. Conditions are not by any means good in this department, but comparatively better.

TORONTO.

TORONTO, June 24. — Continued cool weather has had a detrimental effect on business during the past week and summer lines, including hammocks, swings, refrigerators, ice cream freezers, etc., have not moved as well as they usually do at this season of the year. The hardware markets have settled somewhat, following the many changes which have taken place, and have been reported in Hardware and Metal during the past four weeks.

Metals.—The outstanding features in the metal markets this week are the reaction in lead and a further decline in spelter. As regards lead, the high level recorded last week was not warranted by conditions. The reaction, however, has influenced the tone of the market, although it is weak. The spelter market is weak and the situation not very much improved, notwithstanding the lower level. The copper and tin markets are firm with prices at the same level as last week. Aluminum has made a sharp advance and the latest quotations are abnormal. The antimony situation is unchanged and the market quiet. In the local market conditions are much the same as during the past few weeks. Business continues very active in certain metals for munitions, but the ordinary business is comparatively light.

Tin.—The market is dull but firm with an upward tendency. The London market is advancing but New York is quiet and stationary. Local quotations range from 44 to 48c per pound.

Copper.—The market is quiet but very firm in New York, and stronger in London. Producers are said to be well sold ahead and the market seems to be in a fairly sound condition. Copper is quoted locally at 22 to 23c per pound.

Spelter,—The market is weaker and declining and is unsettled. Consumers are staying out of the market and are showing no interest in any position. It is suggested in some quarters that the market has been manipulated but the falling off in demand may have something to do with the fall in prices. Spelter has declined 6c and quotations are nominal at 28 to 27c per pound.

Lead.—A sharp reaction has taken place in the lead market and the Trust has reduced the price to the basis of $5.75, New York. The market has obviously been manipulated, as the abnormally high price recorded last week was not warranted by conditions. The lead market is completely demoralized and the demand has fallen off considerably. Lead has declined 2½c and is quoted locally at 7½c per pound.

Antimony.—The market is quiet and featureless and the situation is unchanged. The antimony position is becoming increasingly serious, as there is a prospect of heavier demand with difficulty in obtaining supplies. Quotations are nominal at 40c per pound.

Aluminum.—The situation is critical as the demand is increasing rapidly and the production cannot apparently keep up with it. Quotations have advanced 3c during the week and local quotations range from 35c to 40c per pound. Most manufacturers are sold up to the end of the year.

Brass.—Great difficulty is being experienced in securing shipments of brass rods. Many inquiries from English firms have reached Canada.

Lead Pipe.—Following the three advances in the price of lead pipe which have taken place in as many weeks, the market this week is a little easier. No change in price has developed, but the market is very unsettled. Prices are shown in current market quotations.

Copper and Nickel Ware.—There has been a change in the discounts on copper ware owing to the advanced price in copper. Discounts are now quoted as follows:

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper bitts, 17½ per cent.
Foundry goods, hollow ware, 40 per cent.

Wire Clothes Lines. — Wire clothes lines have taken an upward trend, and an increase of 30c per 1,000 feet is reported. The following prices are quoted:

No. 7 wire, solid line No. 17, $5.35 per 1,000 ft.
No. 7 wire, solid line No. 18, $3.45 per 1,000 ft.
No. 7 wire, solid line No. 19, $3.15 per 1,000 ft.
No. 6 wire, solid line No. 17, $4.90 per 1,000 ft.
No. 6 wire, solid line No. 18, $3.55 per 1,000 ft.
No. 6 wire, solid line No. 19, $3.25 per 1,000 ft.
No. 6 strand No. 18, $3.05.
No. 6 strand, No. 19, $3.35.

F. O. B. Hamilton, Toronto, Montreal and London.

Brass Goods.—Owing to the increased cost of making brass, an advance in the price of all brass furnishings such as curtain rods, curtain rings, moulding hooks, brass tacks and all brass sundries is predicted. The advance is in the neighborhood of 10 per cent.

Ammunition.—All ammunition, both American and Canadian, has advanced 10 per cent. The advance is attributed to the prevailing high prices on brass, copper and lead. This advance goes into effect immediately. Shot shells have also advanced 10 per cent.

Rope.—The price on rope is unchanged and the market still firm. There is a fairly good demand for Manila rope, while it is reported that good business is coming in locally. Large quantities of Manila rope are being bought for the manufacture of handles for ammunition boxes for the Allies. Prices are shown in current market quotations.

Paris Green. — The market for Paris Green is very uncertain. This situation is accounted for by the difficulty with which the jobbers are receiving their supplies from the manufacturers. It is extremely likely that Paris Green will be very difficult to procure in the near future and an increase in price is very probable.

Building Materials.—The demand for builders' hardware is quiet at present. Builders' hardware liness remain steady at the advanced prices reported a few weeks ago. Nails are still quoted at $2.35 base.

Screws, Bolts, Etc. — No change has taken place in screws since the advances of last week in brass and bronze screws. Discounts are shown in current market quotations. In some quarters higher

TORONTO QUOTATIONS.

Tin	48c
Copper	22c
Spelter	24c
Lead	7½c
Antimony	40c
Aluminum Ingot	40c
Aluminum Pattern	29c lb.
Solder, ½ x ½	29c lb.
Wire Solder	34c lb.
Wiping Solder	25c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	$2.35 base
Cut Nails	$2.70 base
Pure Manila Rope	16c base
British Manila Rope	13½c base
African Hemp Rope	13½c base
Sisal Rope	10½c base

For quotations on other hardware lines see weekly report and current quotations.

prices are predicted for some lines of bolts.

LONDON.

LONDON, Ont., June 24.—This section of the country has not been affected by cool weather to such an extent as some other districts in Canada, and business is very good indeed. Summer lines are moving well. Prepared paints are in good demand. Linseed oil has taken a sudden drop in price, and is 6 cents per gallon lower than last week. The new prices on oil are as follows:—

Raw Linseed—		
1 to 2 barrels	73c	per gallon.
3 to 5 barrels	72c	„ „
6 to 9 barrels	71c	„ „
Boiled—		
1 to 2 barrels	76c	„ „
3 to 5 barrels	75c	„ „
6 to 9 barrels	74c	„ „

Turpentine remains unchanged, but is very firm at the following figures:—

2 to 4-barrel lots.... 64c per Imp. s.

	Per Imp. Gallon.
1-barrel lots	65c
2 to 4-barrel lots	64c
5-gallon lots	72c

Pure white lead in oil remains at $10.60 per 100 pounds in ton lots and $10.90 per 100 pounds in less than ton lots.

Advance in Wire.—A still further advance of 10c per 100 lbs. has taken place in fence wire, and quotations are now as follows:—

	Per 100 lbs.
Barb wire	$2.85
No. 9 galvanized wire..	2.60
No. 12 galvanized wire..	2.75
No. 13 galvanized wire ..	2.85
No. 9 coil sprg.	2.65

A still further advance of 25c per 1,000 feet has taken place in galvanized clothes line wire, and the new prices are as follows:—

No. 19.....	$3.15 per 1,000 ft.
No. 18.....	3.50 per 1,000 ft.

Poultry netting is now quoted here at 40 per cent. discount.

A new price has been issued on hinges and butts. Heavy tee and strap hinges from 4 in. to 8 in. are quoted at 45—5 per cent; from 10 in. to 14 in. are quoted at 40—10 per cent. Net prices are as follows:—

	Tee. Per doz. pr.	Strap. Doz. pr.
4 in.	$0.84	$1.00
5 in.	0.97	1.21
6 in.	1.00	1.32
8 in.	1.34	1.78
10 in.	2.27	3.24
12 in.	3.73	4.03
14 in.	4.00	4.59

The discount on light tee and strap hinges is now 70—10 per cent. Narrow steel riveted butts, No. 800 and 838, are now 70—10 per cent. Steel loose pen butts, Nos. 804-840, are now 70—10—5 per cent.

Galvanized Nails.—A new list of extras has been issued for galvanized nails as follows:—

Smaller than 1 inch—$4.75 per 100 lbs.

1 inch to 1¼ inch—$4.45 per 100 lbs.

1⅜ in.-2 in.—$4.25 per 100 lbs.

2¼ in. and larger—$4.05 per 100 lbs.

Other Changes.—A number of lines of American ammunition have advanced during the week. Shot is now quoted 25 per cent. off list, with $1.25 net per 100 lbs. added for chilled shot.

Rope has remained unchanged since the advance reported last week, and is now quoted as follows:—

Pure Manila	16c lb. basis.
British Manila	13½c lb. basis.
African Hemp	13½c lb. basis.
Sisal	10½c lb. basis.

WINNIPEG.

WINNIPEG, June 22.—A week of cold wet weather has had a discouraging effect on trade generally and has held back sales of purely summer goods, such as screen doors, windows, camping outfits, summer sporting goods, etc. For the rest there is nothing new in the situation. Crops are looking well but a little backward. Building trades are very quiet.

Barbed Wire Prices.—It has been difficult for the country hardware man to keep tab on the advances on all goods in which zinc spelter is a factor. New quotations on barb wire and other lines are in this issue of Hardware and Metal, but they must be looked upon as but nominal.

WINNIPEG QUOTATIONS.

Solder	29c-30c lb.
Linseed Oil, raw	95c gal.
Linseed Oil, boiled	98c gal.
Turpentine, in bbls.	80c
White Lead, ton	$11.50
Poultry Netting	50% off
Copper, plannished, per lb. ..	40c
Copper rivets, No. 7 ..	$41.50-$42.00
Rope, Pure Manila	17½c
Sheet Zinc	25c
Black Sheets, 10 and 12 gauge	$3.15
Apollo and Fleur de Lis	$6.20
Queen's Head	$6.25
Iron Pipe:	
Galvanized, 1 inch	$9.90
Black, 1 inch	$5.95
Lead Pipe:	
Coil	$11.25 less $11.75
Lead Waste	$11.25 per cwt.
Paris Green:	
1-lb. pkgs. (case lots)	27½

	Glass	Sgle.	Dble.
Up to 25 in.		$6.25	$9.00
Putty, 100 lb. drums			$3.25

One fact is well to keep in mind—all zinc products are high.

Lead Prices Up.—Lead is another commodity that is causing consternation in market circles. Pig lead is nominally at $10.75 and other lines equally dear. While lead is resting on last week's sharp advance, but prices on lead are not steady and are sure to advance.

Another line that is very strong is manila rope which this week is quoted at 17½ cents. Binder twine is expected to be high this year but supplies are ample.

The number of price changes in metals during the last month are significant of war times. The consumption of copper, lead and zinc is enormous, the output but little accelerated. These facts alone account for the constant advance in prices. Should an abundant American crop be harvested the resultant improvement in industrial conditions would surely bring about further advances in all metals and in paints and oils.

HIGHER PRICES.

Cleveland, O., June 24.—The Iron Trade Review to-day says: The general movement toward the adoption of somewhat higher prices for leading iron and steel products, especially shapes, plates and bars, continues. There are, however, some irregularities. Railroad buying for domestic use is more prominent and additional large orders for Russia and other foreign countries for locomotives and cars are expected.

The movement to advance the price of machine tools has become more general. The principal makers of milling machines have effected advances ranging from 10 to 15 per cent. Further buying of machine tools to manufacture munitions of war features the market in the East, although this buying is not on as large a scale as in the past.

A. N. P. A. ON FREE PUBLICITY EVIL.

The American Newspaper Publishers' Association at their recent annual meeting adopted the following resolution regarding the free publicity evil:—

"Whereas, newspapers have but two commodities for sale, namely, circulation and advertising space, and whereas press agents and some few advertising agents continue the practice of importuning newspapers to print certain advertising matter prepared in news style for the ostensible purpose of increasing the news of the day, while the real purpose of the copy is to secure the use of the news columns to convey inspired messages to the public, the American Newspaper Publishers' Association in convention assembled:

"Resolved, that the practice of seeking free news space for the furtherance

of business publicity is unethical and tends to lessen the friendly relations existing between the newspaper management and those who seek to secure publicity by such means, and be it further

"Resolved, that a copy of this resolution be forwarded to those who continue such practice."

WEEKLY PAINT MARKETS.

(Continued from page 52.)

firmer this week, an increase in price of one cent having taken place. Conditions do not indicate that any decline will be effected for some time to come as there is from 40 to 50 per cent. less turps on the market than there was at this time last year.

The market in Savannah is much firmer and is inclined to remain that way as the production has fallen off considerably. The following prices are being quoted in Toronto:

Single barrels	66c
2 to 4 barrels	65c
5-gallon lots	73c

White Lead.

No further change has taken place in white lead. The pig lead market is considerably weaker and very unsettled.

Glass.

Glass still remains unchanged. There are no immediate prospects of the revival of the glass business. Building conditions do not warrant any change in the glass quotations.

Whiting.

Whiting is still very scarce and remains firm.

There is a bigger demand for whiting and a further increase is said to be very probable owing to the high ocean freight rates.

Putty.

The curtailment of building operations has resulted in very little movement in glass, and this has made the putty market very dull. The prices are unchanged. Quotations on putty are as follows:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	$2.50
Bulk, drums, 100 lbs.	2.70
Bulk, drums, 50 lbs.	2.75
Bulk, drums, 25 lbs.	2.80
Bulk, drums, 12½ lbs.	3.05
Cased tins, 25 lbs.	3.00
Cased tins, 12½ lbs.	3.20

SELLING TOOLS BY WINDOW DISPLAY.

(Continued from page 35.)

Some very handsome backgrounds can be made this way. It is a good cheap way to make a background and the wall board can always be used again as the holes from an automatic drill are very small and fill up very readily when the wall board is kalsomined.

Good tool displays will bring results the year round as there are no set seasons for showing tools and, if the boys in the hardware stores could just get on to the knack, or whatever you like to call it, of putting in good tool windows, the tool department would soon show an increase in sales. There is a certain amount of study needed in connection with window displays, but the chief factor is willingness. If you are willing, half the battle is over, but if you don't care, why leave it alone. Hand it to some other fellow. There are great chances for development along this line. Good window trimmers are scarce in the hardware line, and a window trimmer who can put up a good sales-making tool display is a valuable man to his employer.

To those who are beginning to make a study of hardware window trimming I would say, "Don't get down-hearted if you cannot see results coming in through the door as soon as you have finished your display." Results will follow.

Don't object to a little criticism. You will, no doubt, get lots of it, but always be on the lookout for ideas and suggestions.

THE SMALL ADVERTISER.

Smaller retail merchants sometimes become discouraged by the competition in newspaper space of larger stores. They imagine that people do not read the smaller notices.

Any newspaper man can give incidents out of his personal experience showing the contrary. A man with a very small space indeed often tells his story in such a pertinent, business-like, conversational way, that readers turn to his little ads just as a financial operator turns to the stock market.

It does not take a gift for saying smart and sharp things to make this kind of impression. It is simply the idea of writing as you talk, saying the things in advertising that you would say to a customer if you had him before the counter.

A merchant who desires to try advertising in a small way should have his notice put somewhere near the same place right along. He should not try to say too much in that space. Just a few words each time, about some particular thing, is most effective. — Jacksonville, Fla., Metropolis.

DOES NOT PAY.

It does not pay to contradict a customer flatly no matter how certain you are of being right. The customer may not mind being told that he is wrong but the chances are that he will resent it and get peevish. It's a way people have when they are in the wrong.

BIG CAMPAIGN FOR MEMBERS.

The Retail Merchants' Association, Toronto branch, is conducting a mammoth campaign for new members in that city. W. C. Miller, who has charge of the organization work, has the outside men in Toronto at the present time, and these are strenuously working to add on an additional thousand members within a month. The city has been divided up into districts, with captains appointed in each from the ranks of the present members, and every possible new member is being gone after. The campaign started last week and is now in full swing with every indication of it being successful.

CANADA AND SWITZERLAND.

Switzerland Has Not Been Isolated by Reason of the War.

Certain unfounded rumors having led a part of the Canadian public to erroneously believe that Switzerland was completely isolated in the centre of Europe between four powerful belligerent nations, and, since the entry of Italy in the war, had been shut off from any outlet on the sea, and was consequently prevented from exchanging products with Canada, Mr. Henri Martin, Consul-General of Switzerland for the Dominion, has just received from the Swiss Political Department at Berne the following cable:

"There is in Switzerland absolutely no interruption of traffic with foreign countries. All said traffic goes through French ports direct or via Great Britain. Route through Rotterdam could also be used, but sailing opportunities are scarcer from Holland."

All Canadian newspapers are respectfully requested by the Consulate-General of Switzerland in Montreal to kindly reprint this information. The Consul-General states also that, according to a recent agreement with the Swiss National Bank and the Bank of Montreal, all Canadian payments intended for Switzerland can be made in Canada through the channel of all offices of the Bank of Montreal in the Dominion.

Steel Wire List.

W. N. Brunton & Son, steel wire manufacturers, Musselburgh, Scotland, have issued a new steel wire list for steel wires, hardening and tempering. Copies will be mailed on request.

Paint Department

Inspection of White Paint

Inland Revenue Department Issues Report on Inspection of White Paint, Supplemental to Report on White Lead Published in Hardware and Metal, May 1.

IN the May 1 issue of Hardware and Metal, there appeared a report of the Inland Revenue Department on an inspection of white lead. A bulletin supplemental to the report on white lead has just been issued by the department, giving a report dealing with 116 samples of white paint purchased in Canada by Government inspectors during May and June of last year. The report of the chief analyst reads in part as follows:

"In the matter of white paint we have no standard requirement. This article is generally assumed to consist of white lead, ground in oil, and further diluted with linseed oil and turpentine, with or without so-called dryers, to the proper consistency for convenient application with a brush. White lead is frequently replaced by oxide or sulphide of zinc, a pigment which while it does not possess the covering power of white lead has some advantages over this. The chief advantage is that where sulphuretted hydrogen is present, the result is to blacken lead paints, while zinc is not affected in this way. We may, therefore, assume that the normal pigments, which may occur in white paint, that may be regarded as genuine, are either basic carbonate of lead (white lead), or oxide or sulphide of zinc, or a mixture of these.

Twenty-eight (28) samples of this collection are found to contain white lead as their principal pigment. Thirty samples (30) contain zinc oxide or sulphide, and nine (9) samples contain lead and zinc in admixture. If these be regarded as genuine, then sixty-seven (67) samples constituting fifty-eight per cent. (58%) of the collection are found to be genuine.

Barytes or sulphate of barium often called Heavy Spar is a much cheaper substance than either lead or zinc pigments. It is much used as a filler in white paint and cannot be regarded as an adulterant if the fact of its presence is declared on the label. Thirty-five (35) samples are found to consist chiefly of barytes so far as the pigment is concerned. Fourteen (14) others contain large amounts of barytes in admixture with more or less lead or zinc. All these samples may be regarded as questionable since the presence of the cheaper articles is not declared on the label, nor indicated in any way to the purchaser.

The following statement recapitulates what I have said:—

	Samples.
Pigment essentially white lead....	28
Pigment essentially oxide or sulphide of zinc	30
Pigment mixtures of lead and zinc	9
Pigment lead and zinc with barytes	14
Pigment chiefly barytes	35
Total	116

Inasmuch as we have no legal standard for white paint I cannot ascribe adulteration in a legal sense to any of these samples; but the work now put on record will be of use to the public in making known the character of white paint as offered in the Canadian market."

ADVANCING RETAIL PAINT PRICES

IN the April 17 issue of Hardware and Metal, an announcement of an advance in the price of ready mixed paints appeared. Hardware and Metal's market reports had stated on several occasions that advances were bound to take place as a result of tariff changes and new conditions created by the war. It is well known that a great many orders were placed early on account of predicted high prices, and that dealers took advantage of the advance information handed out to them. Although many good stocks were put in, there was no overloading, for the majority of retailers realized that this is not a time for overstocking, and that even though higher prices have to be paid, it is in many cases better to buy in smaller quantities and often. This, of course, depends on conditions in each locality and the merchant himself must be the judge of which buying methods are most suitable for his particular business.

Although there may be a difference of opinion on buying problems there is little or no difference in opinion when merchants are discussing selling problems that is, so far as selling prices are concerned. In the April 24 issue of Hardware and Metal it was stated that one retail hardwareman, well-known to readers of Hardware and Metal, had written, stating that he had advanced the prices on all lines of ready mixed paints and varnishes, and in order to facilitate sales, and make the buying public acquainted with the fact that paint has advanced in price, he approached the local newspaper publisher and suggested that he run a local reading notice regarding paint prices.

The merchant in question is a good advertiser in the local paper, and his request was granted. The merchant in writing to Hardware and Metal, said in part:—"I am having the enclosed inserted in our local paper this week. I think any town newspaper would insert same for an advertiser; to pave the way for the advanced prices we will have to ask for ready mixed paints at once. If it helps my competitor to get the advance with the minimum of trouble, I feel it will doubly help me."

The notice inserted in the newspaper read in part as follows:—

"During the past week the manufacturers of the higher grades of mixed paints and other paint products have announced a slight advance in the price of their goods. The increase cost of practically everything entering into the manufacture of paint has made this necessary in order to maintain a high standard of quality."

Last week's Hardware and Metal announced another advance in the price of ready mixed paints. The latter advance as well as the advance in April was anticipated in these columns. Are retailers advancing their prices? Paint to-day costs about five cents per quart more than it did two weeks ago. Are you as a retailer protecting your interests? Have you advanced your price to the consumer? You are certainly entitled to higher prices. The suggestion made by the retail hardware merchant could again be used to advantage. Every retail merchant should protect himself against losses by following the markets and advancing prices at the proper time.



Summer and Ingersolls

Hardware stores will find their Ingersoll watches selling best during the warm months.

Men will be laying aside their vests. Hundreds of thousands of them will also lay aside their jeweled watches and buy Ingersolls to slip in their coat pockets.

A Dollar Watch Eases the Mind

While away on vacations, on outings, or while indulging in Summer Sports, people want to be spared from worrying about a possible accident to their valuable watch. And they are willing to pay a dollar or two to be spared the worry. Just a suggestion will remind them that an Ingersoll is the watch for these summer uses.

The way to make that suggestion is to show up the watches in your window. A good window display of Ingersolls at this season, when they are so appropriate, will bring good substantial business, possibly more of it than anything else you have will bring at this time.

Robt. H. Ingersoll & Bro.

200 McGill Street **Montreal, P. Q.**



Look at every building —in this light

It has floors to varnish and walls to finish. Its owner is a logical customer. Then make sure of **satisfaction** to your customer and **profit** to yourself by handling Berry Brothers' products —for 57 years the universal choice of home owners, architects, builders and decorators everywhere.

We can supply anything your customers require—but the following products should always be carried by the trade —they are finishes for which there is a constant demand:

Liquid Granite—A floor varnish as lasting and durable as its name suggests.

Luxeberry White Enamel — Unequalled for white interior finishing. Whitest white—stays white.

Write for our Dealer Proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(84)

Weekly Paint Markets

MONTREAL.

MONTREAL, June 24.—Following the upheaval in the paint markets last week, as the result of the advances in lead and zinc, there is comparative quiet this week, although in the miscellaneous lines the war continues as a factor for restlessness and quotations are constantly being altered or withdrawn altogether. A further increase in white lead has not been made and it is not likely that this course will have to be taken now, owing to the reaction in the pig lead market. However, this reaction has not yet been sufficient to bring the basis down below the new high level for mixed products and reductions there are not being considered. Red lead and zinc are being quoted from day to day and supplies are almost impossible to obtain in any quantity. Dry colors—especially reds and blues—are very unsettled and prices constantly going higher. Oil is somewhat easier and prices are declining with conditions very unsettled.

Business is reported as holding up fairly well, but the approach of the 1st of July brings the trade face to face with a summer which is generally forecast as likely to be unusually quiet. The spring store trade is now pretty much over and the demand for building purposes, which usually takes its place, is almost entirely lacking, while the industrial consumption is also light. Under these conditions the paint business seems bound to drag heavily for several months.

Linseed Oil.—The market is much weaker and very unsettled both as to prevailing prices and the outlook for the future. Dealers are not holding together and there is considerable spread in quotations, though not to the extent which prevailed some weeks ago. The trouble continues that light demand encourages dealers with stocks of cheap oil on hand to take a small profit and disregard the actual market values, and this cuts the margin of those buying from hand to mouth. There is no understanding in the trade as to prices and, therefore, quotations are very difficult to obtain and they are in many cases subject to slicing on the quiet where there is keen competition. The majority of paint houses give 78c and 81c as their basis but admit that there are lower prices, and refiners state that 76c and 79c or even less, would allow a fair margin. The following figures cover the range:

	Raw.		Boiled.	
1 to 2 bbls.	76	79	79	82
3 to 5 bbls.	75	78	78	81
6 to 9 bbls.	74	77	77	80

Gasoline and Benzine.—There is practically no change in the situation as affecting gasoline and benzine. Gasoline continues at 14½c in drums and 14c for tank wagon, while benzine is 14½c.

Turpentine.—The turpentine situation is more unsettled than ever, the range having widened by a couple of cents in a downward direction but some dealers claim that the top figure is being well maintained in certain quarters. The spread in prices is rather difficult to understand, but there is no arrangement between the dealers, and stocks on hand have an important bearing on the situation:

	Per gal.
½-barrel lots	63c-68c
1-barrel lots	60c-65c
2 to 4 barrel lots	59c-64c
5 to 10-barrel lots	58c-63c

White Lead.—Following the two advances in the market for white lead — amounting to $1.50—it was predicted in some quarters that there would be a further increase to overtake the rising market for pig lead. However, there has recently been a reaction in the latter market with the result that the situation is steady. This reaction has not yet been sufficient to weaken the new prices but further declines might be expected to do so. Basis is $10.45 with 30c added for less than ton lots.

Red Lead.—Supplies of red lead are very hard to obtain and supplies in the hands of large jobbers have been just about cleaned up by the paint trade. Prices are even firmer than last week and it is said that there is practically nothing under 10c and that this price is only for very limited amounts.

Zinc.—With zinc to-day costing something like 30c and supplies very short, the market is much unsettled and prices are only given on request and subject to daily change. Some houses are charging their regular customers around 17c and 18c and from this figure there are quotations as high as 40c and 50c according to the nature of the purchase and the conditions under which it is made.

Colors.—The situation in colors continues very unsettled with practically all bright reds and Prussian and Chinese blues withdrawn from the regular lists and quotations steadily advancing. There appears to be little prospect of any adequate measure of relief for an indefinite period.

Glass and Putty.—The glass situation is very firm and it is stated on good authority that there will be an advance in the near future. A meeting is being held this week in connection with this matter and the increase may then be decided upon. Putty is firm but demand small.

Paris Green.—Supplies of Paris Green are running very low and prices are being advanced. Canada Paint Co. announces that there is only pound packages and tins remaining of their stock and prices of packages are now quoted at 26¼c, and tins are ¼c above, or 27½c. All round advances are expected to be made in the near future. Shortage of certain raw materials and higher prices are given as the cause.

TORONTO.

TORONTO, June 24.—The chief sensation in paint circles at Toronto this week is the drop of 6c per gallon in the price of linseed oil. It has been claimed recently that some firms have been trying to keep the price of oil at a high level although conditions did not warrant such action. There is very little business passing. Many retailers booked oil early in the year when prices were very low, and some jobbers still have stocks of oil which were purchased at very low prices. For some time past there has been considerable price-cutting.

The following prices are now being quoted at Toronto by the majority of firms although it may be expected that in some quarters even lower prices will be offered:

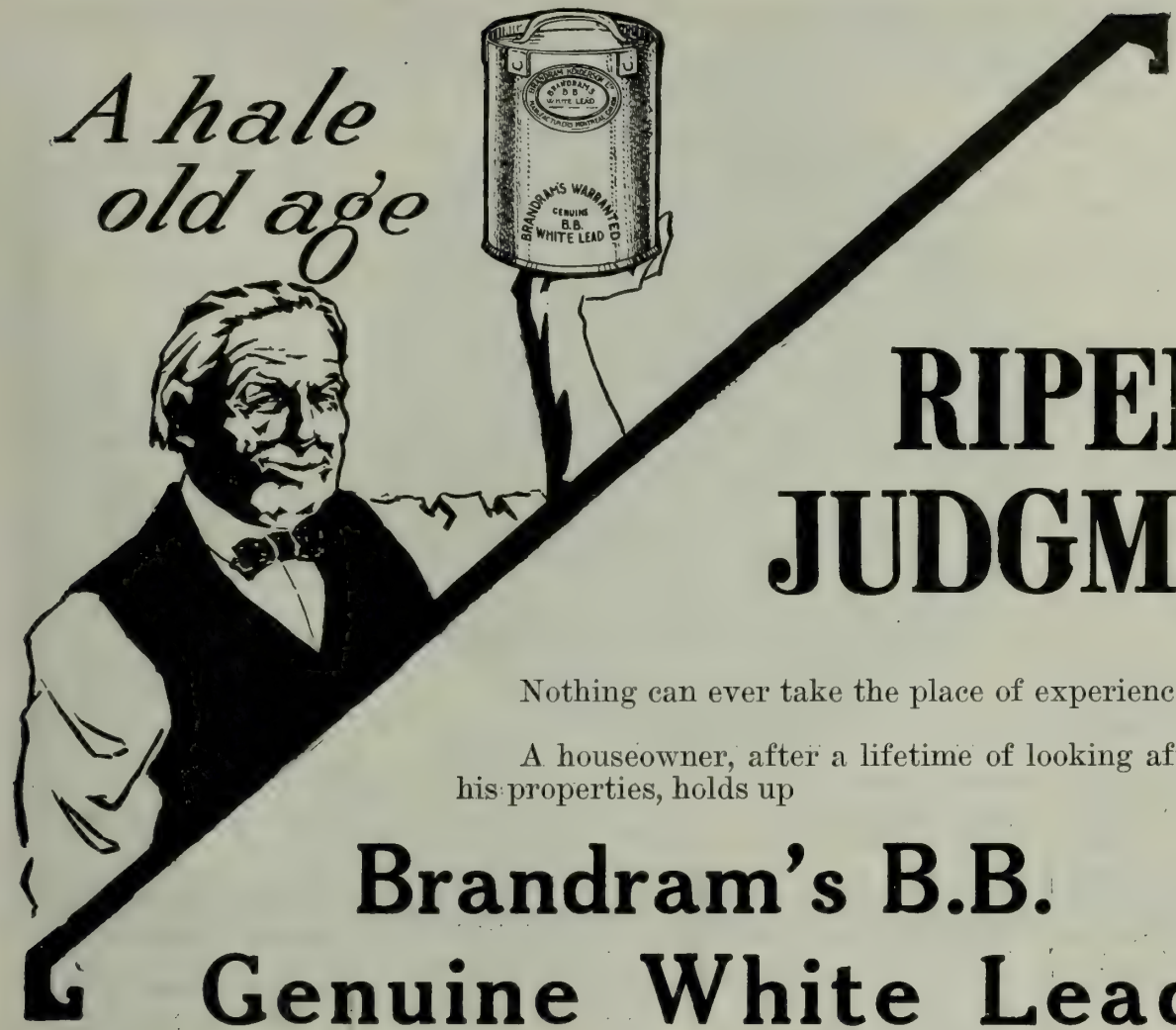
	Raw.	Boiled.
Single barrels	73	76
3 to 5 barrels	72	75
6 to 9 barrels	70	73

10 barrels and over, open.

Turpentine.

The market for turpentine is a little

(Continued on page 49.)



RIPENED JUDGMENT

Nothing can ever take the place of experience.

A houseowner, after a lifetime of looking after his properties, holds up

Brandram's B.B. Genuine White Lead

as the best in the world. It would be difficult to make a successful appeal against his decision.

When you come to consider that six or seven generations before him have endorsed

Brandram's B.B. Genuine White Lead

the difficulty of controverting such a powerful testimony is increased seven fold.

There is no argument needed to secure a judgment in favor of this White Lead. The case has been ably stated by satisfied users throughout the past century.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

When writing advertisers please mention Hardware and Metal.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 32
Pattern, lb. 31

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 40 and 2½; 22 short smokeless, 50 and 2; long rifle, black and smokeless, 30 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 5 and 2½; Center Fire Sporting and Military Cartridges, add 10%; Primers, 2½%; Brass Shot Shells, 45%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, 30; "Crown" Black Powder, 30 & 2%; "Sovereign" Bulk Smokeless Powder, 25 & 2%; "Regal" Dense Smokeless Powder, 25 & 2%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 20 and 5%; Canuck Smokeless, 25 and 2½%; Empty Shells, 30 and 10%, 90 days net. Remington, 25 and 7½%; Nitro Club, 20 and 5%; America, 30, 10 and 10%; New Club, 15%; Arrow, 30, 10, 2½%.

Shot standard, 100 lbs., $11.25, net extras, as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's, see weekly report.

AUGERS.

Ford's Auger Bits, 30 and 10 p.c.
Irwin's Auger, 45 p.c.
Gilmour's Auger, 70 p.c.
Rockford's Auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AUGERS, POST.

B.T.—8"	2 50
B.T.—10"	2 75
B.T.—12"	3 25

AXES.

Daisy, doz.	6 25	
Cherokee, doz.	8 00	
Hand made, doz.	8 00	
Model, doz.	8 25	
Black Diamond, doz.	9 00	
Samson single bit, doz.	9 00	
Samson, single bit, handled, doz.	12 50	
Samson double bit, doz.	12 50	
Samson flooring axes No. 2, doz.	9 75	
Single bit, doz.	6 75	9 50
Double bit	10 50	12 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50

Bench Axes, Samson.

No. 2, doz., net	9 00
No. 3, doz., net	9 30
No. 4, doz., net	10 25
No. 5, doz., net	11 50
No. 6, doz., net	12 00

B

BABBITT.

Canada Metal Co., Ltd. — Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine. Genuine "A," Genuine "AA," Faultless, "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6c to 60c.

BELTING (Leather.)

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, $1; cut laces, No. 1, $1.25.

BENZINE. Montreal Toronto

Single bbls., gal.	0 18½	0 18
3 bbls.		0 17½

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 65 and 10%.
Carriage Bolts ($1), list, 7-16 in., 57½%.
Machine Bolts, ⅜ in. dia. and smaller, 70%.
Machine Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts ($3) list, 50 and 5%.
Step Bolts, large head ($3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4¼c off list.
Nuts, Hexagon, 4¾c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS. Per lb.

Springs, sheets, up to 20 gauge	0 32
Rods, base ½ to 1 in. round	0 24
Tubing, seamless base	0 26
Tubing, iron pipe size, 1 in. base	0 26

Copper tubing, 4c extra.

BARS (Clothes.)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range.)

30-gal. Standard, welded	$6 50
30-gal. Standard, riveted	6 75
30-gal. extra heavy	9 00

BOARDS, BAKE. Per doz.

No. 0, ⅜ inch rim, 16x22	4 25
No. 1, ⅜ inch rim, 18x24	4 75
No. 2, ⅜ inch rim, 18x28	5 25
No. 3, ⅜ inch rim, 20x30	5 90
No. 0, ¾ inch rim, 16x22	4 60
No. 1, ¾ inch rim, 18x24	5 30
No. 2, ¾ inch rim, 18x28	5 60
No. 3, ¾ inch rim, 20x30	6 30

BOARDS (Ironing.)

Dairy, folding, doz.	13 80
Extension, 16-ft. top, doz.	21 60
Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x60 ins., doz.	16 50

BOARDS (Sleeve).

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50
Folding, without sleeve	19 00

BOARDS (Wash). Per doz.

Pony	1 50
Crown	2 95
Dandy	3 15
Improved Globe	3 25
Standard Globe	3 35
Neptune	3 35
Original Globe	3 65
Newmarket King	3 65
Jubilee	3 65
Victor (Glass)	4 25
Diamond King (Glass)	4 50
Western King (Enamel)	4 25
Beaver (Brass)	4 00

BRUSHES.

Weighted, 15 lbs., per doz.	15 30
Weighted, 20 lb., per doz.	20 25

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hands, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent.

Cans, jacketed.

1 gal. jacketed, per doz.	2 70
2 gal. jacketed, per doz.	3 60
3 gal. jacketed, per doz.	4 20
5 gal. jacketed, per doz.	4 80
10 gal. jacketed, per doz.	8 40

CEMENT AND FIREBRICK.

Less than carload lots	1 85	
Portland, per bbl., carload lots, f.o.b. Toronto	1 55	
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	3 40	
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Am., low	23 00	25 00
Fire clay (Scotch), net ton	6 50	
Fire clay, American, net ton	5 00	10 00

CEMENT (FURNACE.)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.)	0 17
Cement (in 5 and 10 gals.)	0 19
Cement (in 2 gals.)	0 25
Cement (in 1 gal.)	0 30

CHALK.

Carpenter, colored, per gross	0 65	0 80
Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross		0 20

CHISELS.

Cold chisels, 5x6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $8; 5-16, $5.35; ⅜, $4.60; 7-16, $4.30; ½, $4.05; 9-16, $4.05; ⅝, $3.90; ¾, $3.85; ⅞, $3.65; 1, $3.45.

Electric Weld Coil Chain—BB, 3-16 in., $9 per 100 lbs.; ¼ in., $6.25 per 100 lbs.; 5-16 in., $4.65 per 100 lbs.; ⅜ in., $4 per 100 lbs.; ½ in., $4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.

CHURNS.

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACCUM.)

Eureka Electric, each..... $35 00

COPPER Montreal Toronto

Casting ingot, see weekly report.		
Bars, ½ to 2 in.	29 00	27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in.	27 00	29 50
Copper sheet, tinned 14x60, 14 oz.	29 50	....
Copper sheet, planished, 14x60 base.	35 00	37 50
Braziers' in sheets, 6x4 base	30 00	29 50

CORD (SASH.)

No. 5, Special	0 50
No. 6, lb.	0 27
No. 7, lb.	0 26½
No. 8, No. 9, No. 10, No. 12	0 25½

CRATES.

Humpty-Dumpty, egg, doz., $3.75; Ideal, egg boxes, with filler, 12 doz. size, per doz., $3.50.

CANADA PLATES.

Ordinary, 52 sheets	3 25	3 50
All bright, 52 sheets	4 40	4 60

Galvanized.

	Apollo	Crown	Gorbals
18x24x52	6 00	6 00	6 00
60	6 25	6 25	6 25
20x28x47	6 25	6 25	6 25
20x28x94	12 50	12 50	12 50

M.L.S. and Famous— Per box

IC, 14x20 base	$7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 25
IXXX, 14x20 base	10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—

IC, 14x20 base	5 25
IX, 14x20 base	6 25
IXX, 14x20 base	7 25
IXXX, 14x20 base	9 75

"Allaway's Best" Standard Quality.

IC, 14x20 base	5 00
IX, 14x20 base	6 00
IXX, 14x20 base	7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., $9.25; 200 lbs., $9.

COKES, BRIGHT.

Bessemer Steel—

IC, 14x20 base	4 75
20x28, double box	9 50

CLEVICES. 7½c per lb.

CLOCKS, ALARM.

Good Morning, each	0 80
Look Out	0 92
Big Ben, each	2 10
Baby Ben, each	2 10

CROWBARS 3½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

We Manufacture in CANADA

Babbitt Metals

That Give Excellent Service



We Have

EVERYTHING IN METALS

Write for Catalogue "A"

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EVERYTHING FOR THE PLUMBER

Our Prices Will Interest You

HARRIS HEAVY PRESSURE, the Babbitt Metal Without a Fault.

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TORONTO MONTREAL WINNIPEG

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PAINTS and VARNISHES

are trade doctors

They treat every user fair and square by giving him a value and service extraordinary.

They will doctor up your paint and varnish business, making it produce better returns with less effort.

It will pay you to get details re our exclusive agency proposition. Drop us a line now.



R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., $14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

F

FILES AND RASPS. Per cent.

Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	60—10
Delta Files	65
Nicholson	66⅔
Globe	75

FITTINGS (IRON PIPE.)

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow	0 81
Solid	1 35

G

GALVANIZED WARE.

Dufferin pattern pails, 20 and 10%.

English pattern, 20 and 10%.

Galvanized washtubs, 20 and 10%.

Other lines, 20%.

GASOLINE. Montreal.

Single bbls., per bbl.	18½
Three bbls. and over	18
Toronto.	
Any quantity, in bbls.	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30

Smaller sizes extra.

H

HALTERS (SNAP AND RING.)

Jute Rope, 7-16 in., per gr.	11 75
Jute Rope, 9-16 in., per gr.	15 20
Leather, 1-in., per doz.	4 00
Leather, 1½-in., per doz.	5 20
Web	2 45

HALTERS (SISAL.)

7-16 in., $14.40; ½-in., $16.80; ⅝-in., $21.

HAMMERS, SLEDGE.

Can., 5 lbs., and over	0 06
Masons, 5 lbs. and over	0 06
Napping, up to 2 lbs.	0 09

HANDLES (WOOD.) Net.

Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00

Second growth ash, fork and shovel handles, 35 per cent.

Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neckyokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 per cent.

All other ash goods, 40 p.c.

Railroad and navvy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richard Wilcox, No. 021 B.D. Trolley, doz. pr.	$7 50
R. W. No. 117 P.D. Hanger full set	2 75
R.W. No. 321, per doz. pr	14 40

Stearns wood track. Special.

Zenith	9 00
Atlas, steel covered	$5 25 — 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible	6 00
Steel King hangers, doz. sets	6 40
Storm King and safety hangers	5 75
Storm King rail	4 25
Crown	4 85
Crescent	7 25
Sovereign	6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.)	$3 25
Steel track, 1¼ in.	4 75

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	$1 03	$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40 per cent.

Light tee and strap discount, 65-5 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs.	5 00
Over 12 in., per 100 lbs.	4 25
Extra hooks for above, ⅝ in., per lb.	5½
Extra hooks for above, ¾ in., per lb.	5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING.)

Spring, per gross — No. 5, 18.00; No. 10, $19.50; No. 20, $8.50; No. 50, $24; No. 51, $9.60; No. 120, $17.40; offset No. 192, $16.80.

Chicago hold back screen door iron, gross, 12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., $4 doz.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	1 60	2 50
No. 3, per doz.	1 70	2 90
No. 4, per doz.	1 80	3 25

HOOKS, CORN.

Eureka, doz.	1 80
Cyclone, doz	2 40
Hoes, corn, doz.	4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition	70 10%
Corrugated, 1½ in., ft.	0 11
Corrugated, ¾ in., ft.	0 14½

Cable, 70%.

Leader, 60 and 10%.

HAT AND COAT HOOKS.

Copper wire, 3", 60c.

I

IRON AND STEEL.

	Montreal	Toronto
Angles	base 2 75	2 50
Common bar, per 100 lbs.	2 00	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 30	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel	2 10	2 00
Sleigh shoe steel	2 10	2 25
Domestic	2 30	2 00
Reeled machinery steel	2 75	3 00
Tire steel	2 25	2 20
Sheet cast steel	0 15	0 15
Toe calk steel	2 75	3 15
Mining cast steel	0 07¾	0 07½
High speed	0 65	0 65
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08½
Silver tool steel	0 13½	0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 05

Montreal, 40%; Toronto, 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots	$10 25
72x30 up to 26 gauge, case lots	10 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 60
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	3 00
Ideal Electric, each	2 85
Gasoline Sad Iron, each	3 50
Ideal Gasoline, each	3 25

LADDERS ETC.

(Step Ladders).

Shelf-lock	12c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Perfect	22c ft.
Chair Ladders, each	$2 00
B.T. Standard	16c ft.
B.T. Economy	12c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	55c ft.
Crescent	15c ft.
Household	11c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

(Roped Extension).

20 ft.	$3 00	42 ft.	$ 7 95
22 ft.	3 30	44 ft.	8 36
24 ft.	3 60	46 ft.	8 74
26 ft.	3 90	48 ft.	9 12
28 ft.	4 20	50 ft.	9 50
30 ft.	4 50	52 ft.	11 44
32 ft.	4 80	54 ft.	11 88
34 ft.	5 78	56 ft.	12 32
36 ft.	6 12	58 ft.	12 76
38 ft.	6 46	60 ft.	13 20
40 ft.	6 80		

(Common Extension).

20 ft. each	$2 60
22 "	2 86
24 "	3 12
26 "	3 38
28 "	3 64
30 "	3 90
32 "	4 16
34 "	5 10
36 "	5 40
38 "	5 70
40 "	6 00
44 "	7 48

(Common Single).

Fruit picking ladders, long nose, same price as common.

22 ft., each	2 64
16 ft., each	1 76
14 ft., each	1 54
12 ft., each	1 20
18 ft., each	1 96
20 ft., each	2 40
8 ft., each	$0 80

Single ladders, short nose, 1c per foot additional.

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., $5; all brass, per doz., $10.25; all brass, nickel-plated, per doz., $15.25.	
Banner Buggy	$11 00
Banner Junior	12 00
Climax	5 00
Trulite	7 25
Wrightlights	7 25
Beacon	7 25
No. 2 or 4, plain cold blast	7 25
Short globe, pattern	7 25
Cold blast, japanned	7 25
Brass, well japanned	9 50
All brass	24 25
Little Bobs A.C., doz.	2 15

LANTERN GLOBES.

Cold blast, short ruby	1 90
Cold blast, common ruby	1 90
Cold blast, short	0 75
Cold blast	0 55
Prism globes	1 20

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath	0 10
24-gauge, painted metal lath	0 13
23-gauge, painted metal lath	0 15
24-gauge, galv. metal lath	0 17
32-gauge, galv. metal lath	0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 10c lb.

Sheets, 2½ lb. sq. ft.	9 50	9 50
Sheets, 3 lb. sq. ft.	9 25	9 25
Sheets, 3½ lb. sq. ft.	9 00	9 00
Sheets, 4 to 6 lbs. sq. ft.	8 75	8 75

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LINES, PLOUGH.

Russia snap, per gross	42 00
Indian snap, per gross	38 00

MACHINES (WASHING).

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 00
B.T. Ideal Water Motor	12 00
B.T. Cyclone	6 00
B.T. Cyclone Water Motor	12 00
B.T. Vollmar, No. 2	6 00
B.T. Vollmar, No. 3	6 50
Waverley	7 50
New Century, style "A"	9 00
New Century, style "B"	10 00
New Century, Power, style "D"	24 00
New Idea, style "B"	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00

Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, $6 net.

Keep Posted

on the Development and Progress of Canadian Affairs

MacLean's — *a Made-in-Canada Magazine* — for keeping its readers posted on the progress and development of things Canadian.

You will be interested in the series by the inimitable *Gadsby*. There is only one H. F. Gadsby—witty and discerning political writer, master of josh and jolt, coiner of epigrams and greatest of paraphrasers — and Gadsby is giving his very best work to *MacLean's Magazine* in a series of sketches of prominent Canadians.

Other writers known to you contributing are: Alan Sullivan—master of prose; L. M. Montgomery, author of "Anne of Green Gables," "Anne of Avonlea," etc.; Dr. Orison Swett Marden, W. A. Craick, Madge McBeth, Margaret Bell and Britton B. Cooke.

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CONCENTRATE

Your Efforts and Your Stock
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Jas-per-lac REGISTERED
The Present-future finish

ART ENAMELS

Gloss White, Flat White, Bath White, and Eight Beautiful Tints. For all kind of Interior Decoration.

Jas-per-lac REGISTERED
The Present-future finish

LAC SHADES

In the following colors:
Light Oak, Dark Oak, Golden Oak, Cherry, Mahogany, Rosewood, Walnut, Wicker Green and Ground Color. For Floors, Furniture and Interior Woodwork.

Jas-per-lac REGISTERED
The Present-future finish

ENAMELS

For Autos, Carriages, Canoes, Boats, Motorcycles, Implements, Lawn Furniture.
Nine Colors: Light Green, Moss Green, Deep Green, Auto Green, Vermilion, Carmine, Winecolor, Royal Blue, Raven Black.

Jas-per-lac REGISTERED
The Present-future finish

FLOOR ENAMELS

For Interior and Exterior Floors.
Buttercup, Light Yellow, Deep Yellow, Golden Brown, Maroon, Silver Grey, Light Slate, Dark Slate, Green.

All Under One Label and One Color Card

Four Mission Finish Signs and Color Cards, Giving Complete Information.
Every Can Guaranteed to give satisfaction or refund the money.

Manufactured and Guaranteed only by

The Ottawa Paint Works
AND
Ottawa Varnish Co., Limited
Toronto OTTAWA Vancouver
CANADA
TORONTO BRANCH: 153 Duchess St.

MALLETS. Per doz.
Tinsmiths', 2½ x 5½ in. ... 1 65
Carpenters', round hickory. 1 95
Lignum Vitae, round, 5 in. 2 40
Caulking, No. 8, oak 15 00

MANGLES.
Victor, each $14 25
Woodyatt, each 6 60

MIRRORS, FRAMED. Doz
Size glass, 4 x 6 ..... 1 00
Size glass, 5 x 7 ..... 1 25
Size glass, 6 x 9 ..... 1 60
Size glass, 7 x 9 ..... 1 75
Size glass, 8 x 10 ..... 2 00
Size glass, 9 x 12 ..... 2 60
Size glass, 10 x 14 ..... 3 10
Size glass, 10 x 15 ..... 3 75

MOPS.
Mops, O-Cedar, doz. $12 00
S. W. Mops, doz. 3 25
Mop Sticks, doz. 1 25
Cast head mops, doz. 1 40
Crescent, doz. 1 50
Crank wringing, doz. 4 75
Extra Cloths.
Challenge, doz. 2 10
Woven, cloths, doz. 1 35

N

NAILS.
Standard steel wire nails. Toronto, $2.35 base; Montreal, $2.40 base; London, $2.35 base.
Cut nails — Montreal, $2.50; Toronto, $2.70; London, $2.70.
Miscellaneous wire nails, 75 p.c.
Coopers' nails, 33 1-3 p.c.
Pressed spikes, ⅝ diameter, per 100 lbs., $3 base.
Galvanized roofing nails, $7.

NAILS (HORSE SHOE.)
Capewell. Per box
No. 4, in 25-lb. box $3 75
No. 5, in 25-lb. box 3 75
No. 6, in 25-lb. box 3 50
No. 7, in 25-lb. box 3 25
No. 8, in 25-lb. box 3 25
No. 9, 10, 11, and 12, in 25-lb. box 3 00
Less 10 per cent. off.

NAILS (HORSE).
M. R. M. cold forged process list, 10th January, 1912.
Prices per
Size. Length. 25-lb. box
No. 3, 1⅝-inch $4 10
No. 4, 1¾-inch 3 80
No. 5, 1 15-16 ..... 3 50
No. 6, 2½ 3 10
No. 7, 2 5-16 ..... 2 90
No. 8, 2½ 2 75
No. 9, 2 11-16 ..... 2 60
No. 10, 2⅞ 2 50
No. 11, 3 1-16 ..... 2 45
No. 12, 3¾ 2 45
Less 10 per cent.

NETTING, POULTRY.
Discount, 40 per cent. off list.

POULTRY FENCING.
Per rod
Invincible, 1040 ..... 0 43
Invincible, 1848 ..... 0 48
Invincible, 2060 ..... 0 53
Put up in 10, 20 and 30-rod rolls

OAKUM. Per 100 lbs.
Best (American) 10 50
U. S. Navy (American) .. 9 75
New hemp (English) 7 50
U. S. Navy (English)..7 00-7 50
Navy (English) 6 00
Plumbers (spun).....4 00-4 25

OIL.
Can. prime white petrol 0 13½
Royalite 0 17 0 14
Palacine 0 21½ 0 16½
Castor Oil, per lb... 0 08¼ 0 08½
Black Oil (Summer) 0 12½ 0 12
Black oil (Winter). 0 14½ 0 14
Cylinder Green ... 0 35 0 35
Paraffine 0 22 0 20
XXX Machine 0 25½ 0 21

OLD MATERIALS.
F.o.b. Toronto.
Tea lead, pack, 4½c lb.
Tea lead, chest, 5c lb.
Lead (heavy) pipe, etc.), 5c.
Brass, heavy, 10½c lb.
Brass, light, 8½c lb.
Zinc, heavy, 17c lb.
Copper, heavy, 14½c lb.
Old cast iron, $10 per ton.
Wrought iron, No. 1, $6 per ton.
Wrought iron, No. 2, $2 per ton.
Stove plate, $9 per ton.
Mach. compos., No. 1, 11½c lb.
Compos. turnings, No. 1, 9½c lb.
Rubbers, such as old rubber boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c, bicycle tires, 2½c.

PACKING (JUTE.)
Per Coil Lots.
Fine jute, lb. 0 09
Beaver, lb. 0 08
Coarse, sewer, lb. 0 07

PAPER, ETC.
O.K. Paper, No. 1, per roll 0 95
O.K. Paper, No. 2, per roll 0 70
Per 400 ft. roll
Plain Fibre, No. 1 ..... 0 50
Plain Fibre, No. 2 ..... 0 35
Tarred Fibre, No. 1 ..... 0 62
Tarred Fibre, No. 2 ..... 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Tarred Fibre, Good Luck Brand, per roll 0 62
Dry Fibre, Good Luck Brand, per roll 0 50
Per 100 lbs.
Oiled waterproof building paper, 600 sq. ft. roll 1 05
400 sq. ft. roll
O.K. Brand corded sheathing 0 95
Sheathing (Surprise) 0 40
Blue R-S Sheathing 0 42
Dry fibre No. 1 ..... 0 50
Dry fibre No. 2 ..... 0 35
O.K. carpet felt 1 40
Per 100 lbs.
Heavy dry straw 1 80
Heavy tarred straw 1 80
Spruce sheathing 3 00
Carpet felt, 16 oz. 2 60
Carpet felt, 20 oz. 2 60
Resin sized Fibre, per roll 0 43
Asbestos Bldg. 3 50
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 00
Liquid Roofing Cement, bbls., per gallons 0 17
Liquid tins, cement, 5s 0 18
Crude coal tar, per bbl. 4 50
Refined coal tar, per bbl. ... 5 00
Shingle Varnish, per bbl. ... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17
Tarred felt, Dominion, 7 oz. 2 10

PICKS (CLAY).
5 to 6 lbs., doz. 4 00
7 lbs., doz. 4 25
7 to 8 lbs., doz. 4 75
8 lbs., doz. 5 00

PINS, COTTER.
Cotter pins, 90 p.c. discount.

PINS, CLOTHES.
Selected full count. Per case.
5 gross, 4-in. (loose) $0 85
5 gross, 4½-in. (loose) 0 90
5 gross, 5 in., (loose) 1 00
4 gross, 4-in., (12 pkgs. of 4 doz. each) 0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each) 0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each) 1 00

PIPE, STANDARD WROUGHT.
Buttweld. Per 100 feet.
Size. Black. Galv.
¼" and ⅜" .....$ 2 22 $ 3 66
½" 2 72 4 42
¾" 3 11 5 40
1" 4 59 7 99
1¼" 6 21 10 81
1½" 7 13 12 92
2" 9 99 17 39
2½" 15 80 27 49
3" 20 00 35 95
3½" 24 84 43 34
4" 28 43 51 23
Lapweld.
2" .....$ 11 47 $ 18 87
2½" 16 38
3" 21 42 36 72
3½" 25 76 44 16
4" 30 52 52 32
4½" 38 10 62 23
5" 44 40 72 52
6" 57 60 94 08
7" 78 54 123 76
8"x25 lbs. per ft.. 82 50 130 00
8"x28 lbs. per ft... 95 04 149 76
9" 113 85 179 40
10"x32 lbs. per ft. 105 60 166 40
10"x40 lbs. per ft. 135 96 214 24

PIPE (LEAD.)
Lead pipe, $11.25.
Lead waste pipe, $12.25.
Traps and bends, 25% off.

PIPE (SOIL.)
Medium and extra heavy pipe up to 6-inch, 65 p.c. and 10 off.
7 and 8-in., 45 p.c. off.

PIPE (CONDUCTOR).
2 inch, in 10-ft. lengths.... 4 00
3 inch, in 10-ft. lengths.... 4 85
4 inch, in 10-ft. lengths.... 6 40
5 inch, in 10-ft. lengths.... 8 75
6 inch, in 10-ft. lengths.... 10 65

PITCH.
Pine, black, per bbl 4 25
Pine, green, per bbl. 4 75

PLANES.
Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.
Prices, Pliers and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER.)
Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs. 2 40 2 25
Heads, per 100 lbs. .. 2 65 2 45
Tank plates, 3-16 inch 2 70 2 45

PLUGS (METAL.)
Painted wall plugs, per 1,000 .....$20 00
Galv. wall plugs, per 1,000..23 00

POLISH. Doz.
O-Cedar, 4 oz. bottles $2 00
O-Cedar, 12-oz. bottles ... 4 00
O-Cedar, 1-qt. can 10 00
O-Cedar, ½-gal. cans 16 00
O-Cedar, 1 gal. cans 24 00

PUMPS.
B.T.—Fig. 600 ..... 3 75
B.T.—Fig. 700 ..... 6 00
B.T.—Fig. 800 ..... 8 50
B.T.—Fig. 900 ..... 10 00

R

RAZORS. Per doz.
Henckel's 7 50 20 00
Ern Razors .... 6 00 to 18 00
Ern Junior Razor 14 50

REELS, HOSE.
Plain, wood, each 0 75
Plain wood, with drum, ea. 0 95
Metal 1 40

RIVETS AND BURRS.
Iron rivets, blacked and tinned.
Iron burrs, 72½ per cent.
Copper rivets, usual proportion of burrs, 20%; burrs, net.
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras, 2½c per lb.

ROOFING.
Tarred felt (7 oz.) $2 00
Tarred felt (10 oz.) 2 40
Tarred felt (16 oz.) 2 00
Per roll
2 ply R.R. 0 75
3 ply R.R. 0 95
2 ply R.R., complete in roll 1 15
3 ply R.R., complete in roll 1 35
Samson, 1-ply, roll 1 45
Samson, 2-ply, roll 1 90
Samson, 3-ply, roll 2 30
Ready 2-ply, Shield, per roll 0 75
Ready 3 ply, Shield, per roll 0 95
Tarred 210 roofing felt
Tarred roofing felt, cwt.... 2 10
Compo certainteed, 1 ply.... 1 40
Compo certainteed, 2 ply... 1 75
Compo certainteed, 3 ply ... 2 10

ROPE. Lb.
Pure Manila basis 16
British Manila basis 13½
African hemp basis 13½
Sisal basis 10½
Single lath yarn basis 9¾
Double lath yarn 10¼
Russian deep sea line basis 28
Russian tarred ratline basis 24
Russian tarred bolt rope basis 26
Machine and Houseline 26
Jute rope basis 11½
Italian rope basis 28
(Basis (⅝" dia. and larger.)
Cotton rope, 3-16 and larger 0 22
Sisal Clothes Line.
3 ply, 30 ft. 0 40
3 ply, 40 ft. 0 55
3 ply, 48 ft. 0 65
3 ply, 60 ft. 0 80
3 ply, 72 ft. 0 95
3 ply, 100 ft. 1 40
6 ply, 40 ft. 0 90
6 ply, 48 ft. 1 00
6 ply, 60 ft. 1 30
6 ply, 72 ft. 1 55
6 ply, 100 ft. 2 00

SAWS.
Simonds' Hand, 15%.

SCALES.
Imperial standard 30%
Champion Even Balance 45%
Champion Union 50%
Champion Platform 45%
Gurney Standard 30%
Union Scale 50%
Union Even Balance 50%
Fairbanks Standard Scales. 30%
Crown Even Balance 45%
Richelieu Union Scale 50%
Dominion Platform Scales.. 45%
Net prices on Champion scales are as follows:
Champion, 4-lb., $2.75, plus 30c for stamping; Champion 10-lb., $4.12, plus 50c for stamping; Champion 24-lb., $5.50, plus 50c for stamping; Champion 600-lb., $15.40, plus $1 for stamping; Champion 1200-lb., $18.15; plus $1 for stamping; Champion 2000-lb., $24.20, plus $1 for stamping.

SCOOPS (FURNACE). Doz.
D Handle $3 25
L Handle 3 25

SCREWS (MACHINE).
Flat head, iron and brass, 30 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.
Wood, R. H., bright, 80, 10, 7½, 10 per cent.
O.H., bright, 80, 10, 7½, 10% off list.
Per cent.
Wood, F.H., brass 75
Wood, R.H., brass 70
Wood, F.H., bronze 70
Wood, R.H., bronze 65
Drive screws 65 10 10
Set case hardened 60 10
Square cap ..... 50 and 5
Hexagon cap 45
Bench, wood, per doz.....$5 00
Bench iron, per doz. 4 25

SCYTHES.
Cast steel, doz. $7 25
Clipper, doz. 8 25
Guaranteed, doz. 9 75
Brush, doz. 8 25

SCYTHE SNATHS.
No. 1, per doz. .....$ 8 40
No. 2, per doz. 7 70
No. 3, per doz. 7 35
Brush, per doz. 8 40
No. 20, per doz. 8 75

STONES.
Western Red End (3 doz. to box), per box..... 0 85
Diamond, per box 2 45
Quinebog, per box 1 50
English, round (25 to box), per box 2 60
Emery, per doz. 0 85
Carborundum, per doz. 2 25

SHEETS (BLACK).
Montreal Toronto
10 gauge 3 00 2 90
12 gauge 3 00 2 90
14 gauge 2 85 2 75
16 gauge 2 85 2 75
18-20 gauge 2 85 2 75
22-24 gauge 2 85 2 75
26 gauge 2 95 2 85
28 gauge 3 00 2 90

SHEETS.
Corrugated, galv., 10 p.c. off.
22 gauge, per square 6 75
24 gauge, per square 5 50
26 gauge, per square 4 25
28 gauge, per square 4 00
Galvanized.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best best
16-20	5 80	5 55	5 80
22-24	6 00	5 80	6 00
26	6 25	6 05	6 25
28	6 50	6 30	6 50

Colborne Crown — 16-20 gauge, $4.60; 22-24 gauge, $4.80; 26 gauge, $5.05; 28 gauge, $5.30.

Apollo Brand.	Montreal
14 gauge	5 30
16 gauge	5 30
18-20 gauge	5 50
22-24 gauge	5 60
26 gauge	5 70
28 gauge	6 20
10¾ ozs.	6 40

Youngstown "New Process," Toronto.

14 gauge	4 05
16 gauge	4 05
18-20 gauge	4 25
22-24 gauge	4 35
26 gauge	4 45
28 gauge	4 95
10¾ ozs.	5 75

Less than case lots, 25c extra.

$2.00



SIMONDS SAWS

Manufacturer's Brand high-grade saws. Good sellers. Popular with Carpenters. Carry this Saw in stock the same as you do Simonds Crescent Ground Cross-Cut Saws.

Simonds Canada Saw Company Limited

St. Remi Street and Acorn Ave., MONTREAL **St. John, N.B.; Vancouver, B.C.**



Branches at 48 Colborne St., Toronto, Ont., and 167 Pender St. West, Vancouver, B.C.

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2½	45%
Socket sc'ps.	50 and 5	45 and 5	
Rivet scoops	50		
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand..	60	45	

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SINKS.

Cast iron, 16x24, $1.10; 18x30, $1.50; 20x36, $2.25.

Flat rim enameled sinks, 16x24, $3.50; 18x30, $4; 18x36, $5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SNOW SHOVELS.

Invictus, 30%; Diamond, 32½%.

SOLDER. Montreal. Toronto.

See weekly report.

SOLDERING IRONS.

Base, per lb., 30 cents.

SOLDER, WIPING.

Acme 0 22
Commercial 0 24
Easy 0 25
Star Extra 0 27
Strictly standard wiping. 0 27

SPELTER.

See weekly report.

STAPLES. Per cwt.

Fence staples, galvanized, in kegs $4 00
Fence staples, galvanized, 25-lb. boxes 4 25
Fence staples, bright, in kegs 2 60
Fence staples, bright, in 25-lb. boxes 2 60
Poultry netting staples, 10-lb. boxes 5 25
Poultry netting staples, 25-lb. boxes 4 85
Poultry netting staples, 100-lb. boxes 4 50
Bright spear point, 75 p.c.

STRETCHERS (CURTAIN).

No. 700, doz. 15 50
No. 800, doz. 21 25
Competitor, doz. 9 25

SWEEPERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00
Univ. N.P., cyco bearing... 27 00
Grand Rapid, japd., ball-bearing 26 00
Grand Rapid, N.P., ball-bearing 29 00
Princess N.P., ball-bearing 30 00
Elite, ball-bearing 34 00
Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each .. $ 2 75
Ontario, 2-passenger, each . 3 75
Ontario, 4-passenger, each . 4 25
Stratford, 4-passenger, each 5 50
Boyers Gliding Settees with awning, each 8 50
Without awning, each ... 12 50

TACKS.

Strawberry box tacks, bulk, 75 and 12½ p.c.; cheese box tacks, blued, bulk, 85 p.c.; trunk tacks, blank and tinned, bulk, 80 p.c.; carpet tacks, blued, 75 and 12½ p.c.; carpet tacks, tinned, 80 p.c.; carpet tacks (in kegs), 40 p.c.; cut tacks, blued, in dozs. only, 75 and 12½ p.c.; cut tacks, ¼ weights, 40 and 20 p.c.; Swedes, cut tacks, blued and tinned, in bulk, 82½ and 2½ p.c.; in dozens, 70 and 10 p.c.; Swedes upholsterers' bulk, 87½ p.c.; Swedes brush, blued and tinned, bulk, 65 and 7½ p.c.; Swedes gimp, blued, tinned and japanned, 75 and 15 p.c.; zinc tacks, prices quoted on application; leather carpet tacks, 20 and 2½ p.c.; copper tacks, 45 p.c.

NAILS.

Copper nails, 50 p.c.; trunk nails, black, 60 and 5 p.c.; trunk nails, tinned, 60 and 5 p.c.; clout nails, blued, 60 and 5 p.c.; clout nails, tinned, 60 and 5 p.c.; chair nails, 30 p.c.; cigar box nails, 30 p.c.; patent brads, 30 and 7½ p.c.; fine finishing, 30 and 7½ p.c.; picture frame points, 2½ p.c.; lining tacks, solid head (in bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net list; lining tacks, in bulk, 15 p.c.; saddle nails, in papers, 10 p.c.; saddle nails, in bulk, 15 p.c.; tufting buttons 22 line, in dozs. only, 50 p.c.; tin capped trunk nails, 20 p.c.; zinc glaziers' points, prices quoted on application.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and 2½ p.c.; shoe tacks, 1 lb. packages, 60 and 2½; Swedes shoe nails, 55 and 5; soft steel nails, 55 and 5; iron nails, 55 and 5; zinc nails, prices quoted on application; hard steel nails, 30; tempered steel shoe nails, 30; channel nails, 65 and 7½; Hungarian nails, 30 and 7½; miners' tacks, 20 and 5; hob nails, 30; zinc shank nails, prices quoted on application; steel wire shoe rivets, 12½ and 5; brass wire shoe rivets, 15 and 7½; clinch point shoe rivets, steel, 12½ and ages, 60 and 2½; Swedes shoe 5; Clinch point shoe rivets, brass, 15 and 7½; steel cobblers' rivets, 30 and 10; brass cobblers' rivets, 15 and 7½.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., each. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea 2 90
Rival steel, No. 266, 100 ft.. 4 90
Reliable Jr., No. 103, 50 ft. 2 70

TIES (METAL).

Galv. wall ties, per 1,000...$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greening's, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.
Plain, 70 and 20%.
Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Ordinary brands, 40, 12½%.
Lamson, 40 and 7½%.

TRACK.

B.T. Double Angle ..... 11c ft.
B.T. Double T. ..... 10c ft.

TRESTLES.

5 ft., each.$1.50 14 ft., each.$4.20
8 ft., each. 2.00 16 ft., each. 4.80
10 ft., each. 2.50 18 ft., each. 5.40
12 ft., each. 3.00 20 ft., each.6.00

TWINE (Binder.)

650 ft., per lb. 0 12¾
600 ft., per lb. 0 10½
500 ft., per lb. 0 08¾
500 ft., per lb. 0 08½

5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

Wrapping Cotton	5-lb.
4-ply	0 21½
3-ply	0 19½

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1½ in.	10 45	9 75
100 ft., 2 in	9 60	8 25
100 ft., 2¼ in.		10 25
100 ft., 2½ in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3½ in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

Samson Galvanized.

No. 41, doz., net	12 42
No. 52, doz., net	13 82
No. 63, doz., net	15 40

Common Galvanized.

No. 0, doz.	6 66
No. 1, doz.	8 93
No. 2, doz.	9 72
No. 3, doz.	11 09

	Per nest.
Nests of 3—0, 1 and 2	$2 11
Nests of 3—1, 2 and 3	2 48
Nests of 4—0, 1, 2 and 3	3 03

WOOD TUBS.

No. 0, per doz. 11 50
No. 1, per doz. 10 00
No. 2, per doz. 8 50
No. 3, per doz. 7 50

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 40%.
Copper tea and coffee pots, 40%.
Copper pitts, 17½%.
Foundry goods, hollow ware, 40%

WARE, ENAMELED.

White ware, 70, 10 and 5%.
Canada, Diamond, Premier, 50 and 7½%.
Pearl, Imperial and Colonial steel, 60 and 7½%.
Star decorated steel, 20, 10, 5%.
Hollow ware, tinned steel, 40%. off.
Enamelled street signs, on application.

WARE, TIN, PIECED.

Discount, 33 1-3%.
10-qt. flaring sap buckets, 33 1-3%.
6, 10 and 14-qt. flaring pails, 33 1-3 p.c.
Copper bottom tea kettles and boilers, 33 1-3%.
Coal hods, 33 1-3%.
Boiler and tea kettle pits. 25 and 2½ p.c.

WARE, STAMPED.

Plain, 70 and 20 p.c.
Retinned, 70 and 10 p.c.
Tinners' trimmings, 70 and 20 p.c.

WASHERS, IRON.

Full box, 45 p.c., smaller lots 30 p.c., assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS.

Horse, 3½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ...23 50
Garden steel wheel, doz. ...36 00
Light garden, per doz. 27 00
Heavy garden, L-side 33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumberman's 44 inches 0 95

WIRE.

Copper wire, 40%.
Brass wire, 3 to 24 gauge, net; 25 to 36 gauge, 5%.

Annealed Cut Hay Baling Wire, No. 9, $3.75; No. 10, 3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE CLOTH (Galvanized).

4 mesh 5 50
6 mesh 6 25
8 mesh 7 00

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, $5.35; No. 18, $3.45; No. 19, $3.15; 6 wire solid line, No. 17, $4.90; No. 18, $3.55; No. 19, $3.25. All prices, per 1,000 ft. measure; 6 strand, No. 18, $2.75; No. 19, $3.35. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $1.25; bright, soft drawn 15c; charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screens, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE). per cwt.

	Toronto	Montreal
Barb	3 02	3 05
No. 9, coil spring..	2 90	3 00
No. 9, plain galv..	2 80	2 95
No. 12, plain galv.	2 95	3 10
No. 13, plain galv.	2 90	3 20
O. & A., No. 10	2 46	2 46
O. & A., No. 11	2 52	2 52
O. & A., No. 12	2 60	2 60

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $7.25; 1 in., $21.

Black, 1st grade, 6 strands, 19 wires, ⅜, $6; 1 inch, $18.50. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$ 2 90
No. 13	3 00
No. 13½	3 05
No. 14	3 15
No. 15	3 35
No. 10	3 50

WRINGERS—Less 20 p.c.

Royal Can., 11 in., doz. list	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	57 75
Unexcelled, 1041E	72 00
Challenge, 311 E	51 00
Gem, 141E	49 50
Sunlight, 111	42 00
Waverley B.B.	49 50
Waverley, plain	45 25
Ottawa, 341E	56 25
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	52 75
Bicycle, 11 in.	56 25

WRENCHES.

Trimo, 65 per cent. off list.

WRINGERS, MOP.

White, No. 2, each ..... $ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks 0 36 0 25
Part cask 0 37 0 25½

Sudden Death

SURE AND CERTAIN.

Potato Bugs die by the million with

Allan Munro's

PARIS GREEN



Guaranteed to be over the Government Standard

Manufactured by

Allan Munro Color Co., Limited, Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.
2½ lb. packages, $6.20 per 100 lbs. 5 lb. packages, $6 per 100 lbs.

ALCOHOL.
5 gal. lots, per gal., $1.

BEESWAX.
Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1	$1 75
Banana oil, gal.	4 00

BRUSHES.

Weighted, 15 lbs., doz.	$14 70
Weighted, 20 lbs., doz.	19 90

COATING.

Cement Coating	$2 55 3 00

COLORS (DRY) Per lb

Raw Umber 100 lb. keg	0 07
Burnt Umber, 100 lb.	0 07
Raw Sienna, 100 lb. kegs	0 10
Burnt Sienna, 100-lb. kgs.	0 10
Imp. green, 100 lb. kegs	0 12
Chrome green, pure	0 13
Italian red, 100 lb. kegs.	0 14½
Brunswick green, 100-lb. k	0 06
Indian red 100 lb. kegs	0 10
Indian red, No. 1, 100 lb. k	0 06
Vermillion, O.J., kegs	0 36
Venetian red, best bright	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 14
Golden ochre, 100 lb. kegs	0 06
White ochre, barrels	0 04
Yellow ochre, barrels	0 02
Spruce ochre, 100 lb. kegs	0 02
Canadian red oxide, bbls.	0 02
Super magnetic red	0 02½

COLORS IN OIL.

Venetian red, 1-lb. tins, pure	0 16
Indian red	0 19
Chrome yellow, pure	0 25
Golden ochre, pure	0 16
French ochre, pure	0 14
Chrome green, pure	0 12
French permanent green, pure	0 16
Signwriters' black, pure	0 22
Marine black, 25-lb. irons	0 08

DRIERS.
Patent 25-lb. tins, 8c lb.; patent 1-lb. tins, 11c lb.

ENAMELS.
Per gallon in quart tins.

Alba-Gloss enamel	4 10
Anchor Floorlustre	1 80

FILLER. Gal.

Luxeberry Enamel	$5 00
Screen Enamel, BB	1 65

GLUE. Per lb.

French medal	0 18
English common sheet	0 14
English prima	0 17
White pigsfoot	0 21
Perfection amber, ground, No. 1230	0 13
Cake, bone, 112-lb. bags	0 12
Hide, 112-lb. bags	0 20
Gelatine, 112-lb. bags	0 20
Ground glues, 112-lb. bags—	
No. 1	0 15
Extra	0 18

GLASS.
(TORONTO QUOTATIONS.)

Size United Inches.	Star
Under 26	$6 50
26 to 40	7 00
41 to 50	7 40
51 to 60	8 00
61 to 70	8 75
71 to 80	9 50
81 to 85	10 50
86 to 90	
86 to 90	
91 to 95	
96 to 100	

Double Diamond.

Size United Inches.	
Under 26	$ 8 60
26 to 40	10 00
41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 p.c.; 5,000 to 10,000 ft., 25 p.c.; 10,000 and over 30 p.c. Points east of Port Hope, up to 5,000 ft., 25 p.c., and over 5,000 ft 30 p.c. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	$ 6.50	$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.50
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	...	20.50
91 to 95	...	22.00
96 to 95	...	25.00
101 to 105	...	32.00
106 to 110	...	36.00

With the following discounts: Any quantity up to 100 cases, 25 p.c.; 100 cases and less than carloads, 30 p.c.; carloads, open price when imported.

GLASS, PLATE.
Montreal:
Country discount, 35 and 5 p.c. off list, delivered.
City discount, 45 and 5 p.c. off.
Toronto:
Country discount, 40½ p.c. off list delivered.
City, 42½ off list.

GLAZERS' POINTS. Per lb.

Zinc coated	0 12
Zinc, pure	0 30

LEAD.
(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

	Montreal	Toronto
Elephant Genuine	$10 75	$10 90
"Anchor," pure	10 45	10 60
Green Seal	10 45	10 60
Brandram's B.B. Genuine	11 75	11 90
C.P. Co. decorat'p pu.	10 45	10 60
Crown and Anchor, pure	10 65	10 80
Decorator's Pure (Wpg)	....	10 45
Moore's Pure White Lead	10 45	10 60
Painter's Perfect	10 15	10 10
Ramsay's Pure Lead	10 45	10 60
Ramsay's Exterior	10 15	10 40
Tiger Pure	10 45	10 60
"James Genuine"	....	11 25
Stephen's H. P. P. (Winnipeg)	....	9 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY.)

Genuine, 560-pound casks, per cwt.	10 00	9 75
Genuine, 100-pound kegs, per cwt.	10 50	10 25
Less quantity	....	9 65

LEAD, ARSENATE OF (in Paste.)

1 lb. pkgs., 100 lb. lots	$16 50
2 lb. pkgs., per 100 lbs.	16 50
5 lb. pkgs., per 100 lbs.	12 50
25 lb. pkgs., per 100 lbs.	11 50
100 lb. pkgs., per 100 lbs.	10 00
200 lb. kegs, per 100 lbs.	9 75
300 lb. pkgs., per 100 lbs.	9 25
600 lb. casks, per 100 lbs.	9 00

MURESCO.
Tints in 5 lb. packages, per 100 lbs., $5.40.

OIL (LINSEED RAW.)
For prices see weekly report.

LINSEED, BOILED.
Single bbls....See weekly report

PAINTS (PREPARED.) Per gallon

Sherwin - Williams paints, base	2 30
Canada Paint Co.'s pure	2 30
Elephant and Prism	2 05
Benj. Moore Co.'s "Egyptian" Brand	2 55
Moore's house colors, per gallon	1 85
Brandram-Henderson's "English"	2 30
Fresco-Tone, in quarts	2 15
Ramsay's paints, pure	2 10
Ramsay's paints, Thistle	1 90
Martin-Senour, 100 p.c. pure	2 30
Senour's floor paints	2 00
Jamieson's Crown and Anchor brand	1 90
Jamieson's Island City	1 95
Stephens' House Paint (Winnipeg)	2 05
Stephens' Floor Paint (Winnipeg)	1 85
Silkstone Wall Color	2 25

PARIS, PLASTER.

Per bbl.	2 25

PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

	C P Co.	Bergers
600-lb. casks	22	22¾
250-lb. casks	22¼	23
100-lb. drums	23¼	24
50-lb. drums	23¼	24
25-lb. drums	23½	24¼
1-lb. pack., 100 case.	26¼	26¼
½-lb. pack., 100 case	27½	28¼
1-lb. tins, 100 case.	27½	27¼
½-lb. tins, 100 case.		29¼

Prices f.o.b Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks	9-9½
Orange Mineral, 100-lb. kegs	9½-10

PRIMER.

Luxeberry Primer	$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	$0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
½ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 40	2 50
Bulk, 100-lb. drums	2 60	2 70
Bulk, 25-lb. drums	2 70	2 80
Bladders, in bbls.	3 00	3 10

Pure Putty, 60c cwt. advance.

SHELLAC.
Gum, 25c. lb.; finest orange, 30c lb.

TAR (PINE TAR.)

Half pint tins, per doz.	0 60
Pint tins, per doz.	1 10

PAINT AND VARNISH. REMOVER.

Taxite, 1 gal. cans	2 10
Cumoff	2 10

TURPENTINE.

	Montreal	Toronto
5 gal.	See weekly report	
Pure, single bbls.	See weekly report.	

SLATING. Gal.

2 to 4 bbls.	0 60 0 64
Liquid Slating, B.B.	$ 3 00

STAINS. Gal.

Oil & Spirit, Berry Bros.,	$2.50
Water Stains, Berry Bros.	1 25
Berrycraft stain finish	3 00
Shingletint, 5 gal. cans	1 15

VARNISHES.

	Per gal.	cans
Liquid Granite	$3 00	
Elastic Interior	3 00	
Elastic Outside	6 00	
Luxeberry, light	3 00	
Luxeberry, white	5 00	
Luxeberry, spar	4 50	
Luxeberry, spar	4 50	
Luxeberry, exterior	5 00	
Dugloss finish	3 00	
Carriage, No. 1	1 50	
Excello	2 00	
Mar-Not	2 70	
Elastic Oak	1 50	
Light oil finish	1 35	
Gold sized japan	2 00	
Baking black japan	1 35	
No. 1 black japan	0 95	
Crystal Damar	2 50	
No. 1 Damar	2 25	
Oilcloth	1 50	
House painters' white jap.	1 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams' KOPAL varnish	2 50	
Canada Paint Co.'s SUN varnish	2 25	
"Flint-Lac," coach	1 30	
B. H. Ltd., "Gold Medal," cases	1 80	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 30	
Flattine floor finish	3 00	
Stovepipe varnish, ½ pints, gross	9 00	
Pure white shellac varnish	2 15	
Pure orange shellac varnish	2 00	
No. 1 orange shellac varnish	1 85	
Kyanize floor finish	3 25	
Kyanize cabinet rubbing	3 25	
Kyanize spar	4 25	
Kyanize stains	3 25	

WATER PAINTS.

Opalite, 300 lb. bbls.	0 07
Opalite, 100 lb. kegs	0 07½
1 gal. package, per pkg.	0 45
½ gal. package, per pkg.	0 25

WASTE (POLISHING.)

Cream	0 13

WASTE, WHITE WIPING.

XXX Extra	0 10¼
X Grand	0 09¾
XLCR	0 09¼
X Empire	0 08½
X Press	0 07¾

WASTE, COLORED WIPING.

Fancy	0 07⅞
Lion	0 07⅛
Standard	0 06⅜
Popular	0 05¾
Keen	0 05¼

WASTE, WOOL PACKING.

Arrow	0 16
Axle	0 11
Anvil	0 08
Anchor	0 07

WIPERS, WASHED COTTON.

Select White	0 09
Mixed Colored	0 06¼
Dark Colored	0 05¼

This line subject to trade discount for quantity.

WAX. Per lb.

C.P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 45
Anchor	0 33

WHITING.

Paris white	1 10
Plain, in bbls.	1 00
Gilders, bolted, in bbls.	1 10

Millions of Potato Bugs Must be Poisoned During the Next Few Weeks



STOCKS OF

PARIS GREEN

ARE LIGHT

Order Now—to prevent Disappointment



THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES

TRADE CP MARK

STAINS-ENAMELS LINSEED OILS

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION.
Powder, per keg .....$ 7 00
Shot, soft, per cwt., $10; chilled, $11; buckshot, $10.80; ball, $11.20.

ANVILS.
Peter Wright, 80 lbs. and up. 13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

" BITS.
"Irwin" bits, 40 p.c.; common, 70 p.c.

AXES.
H. B., 1 lb., $6.25 per doz.; 1⅝ lbs., $6.65; 2 lb., $6.90; 2½ lb., $7.50; 2¾ lb., $7.75; 3, 3½ and 4 lb., $8; H. B. Handled Axes, 2 lb., $8; 2½ lb., $9.50; 3 lb., 3½ lb. and 4 lb., $10; Black Prince Axes, unhandled, $8.00; Black Prince axes, handled, $10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $4 per 100 lbs.

BAR IRON.
Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.75; tool steel, Black Diamond, 100 lbs., $8.50; Brittain Brand Tool Steel, $8.50.

BELTING.
Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66 2-3 p.c. off the list.
No. 1, 66 2-3 p.c. off list.
Standard, 60 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING.
In sides, tanned, $1 per lb.; cut, $1.10 per lb.; rawhide, sides, 95c; cut, $1.05.

BOILER TUBES.
2 in., per foot, 10½c; 2½ in., 1½c; 3 in., 17½c.

BOLTS.
Carriage, ⅜ and smaller, 55 and 5 p.c.; 7-16 and larger, 45 and 5 p.c.; machine, ⅜ and under, 55 and 5 p.c.; 7-16 and over, 45 and 5 p.c.; machine set screws, 65 p.c.; plough bolts, 45 p.c.; nuts, small lots, net list; case lots, 2½c per lb. off; stove bolts, 77½ p.c.; sleigh shoe bolts to ⅜, 50 p.c.; 7-16 and up, 40 p.c.
Borax, per lb., 9c.

BUILDING PAPER.
Tarred, 55 to 82c per roll, according to quality; plain, 40 to 65c; tarred, felt, 8 and 10 oz., $1.60; 16 oz., $2.85 per 100 lbs.

CHAIN.
Coil, 3-16 in., $10.00; ¼, $7.25; 5-16, $5.85; ⅜, $5.00; 7-16, $4.75; ½, $4.50; 9-16, $4.50; ⅝, $4.40; ¾, $4.25. Logging, 5-16, 6¼c.; ⅝, 5¼c; tie out, 70 and 10 per cent.

CHURNS.
Barrel, No. 0, $5.13; No. 1, $5.13; No. 2, $5.70; No. 3, $6.27; No. 4, $7.41 each.

CLEVISES, MALL. 7½c per lb.

CLIPPERS.
Stewart's, 17½ p.c. off Canadian list.

COPPER.
Sheet and planished copper, 40c per lb. Tinned, 30c; Braziers' soft copper, 10-24 fl., 26c; 27½c.
Soldering Irons, 40c base.

DRILLS.
Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.
Eavestrough, 8", per 100 ft., $2.90; 10 in., $3.25; 12 in., $4.
Conductor pipe, 2 in., per 100 ft., $3.45; 3 in., $3.85; 4 in., $5.10.

ENAMELWARE.
Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 p.c.

FERRULES AND RINGS.
30 per cent., off.

FILES.
Nicholson's, 60 p.c.

FIXTURES.
Stall hollow bar, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c.; light, 25 and 12½ p.c.

GASOLINE.
Painters' naphtha, bbls., 21c per gal.; $3.45 per case.

GALVANIZED WARE.
Heavy pails, 10% off; light pails and heavy tubs, 17½% off.

GLASS, WINDOW.

	Single	Double
Up to 25 in.	6 25	9 00
26 to 40	6 75	10 00
41 to 50	8 25	11 25
51 to 60	8 75	12 00
61 to 70	9 25	12 75

GLASS (Plate.)
35 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HAY KNIVES.
Heaths, $8; Lightning, $7.50.

HINGES.
Light T and strap, 60 p.c.
Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, $1.20, $1.50, $2.40, $3.60, $5.50.
Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, $1.10, $1.50, $1.80, $3, $4.50.

HORSESHOES.
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2, and larger, $5.10; featherweight, $6.50.

JACKSCREWS.
60 per cent. off list.

KNOBS. Door, 307, $1.25.

IRON BAND.
1½ in., $2.85; 1¼, $2.85; 1 in., $2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis."	"Queen's Head."
10¾ oz. or 28 Eng.	6 20	6 25
28 Am. or 26 Eng.	5 95	6 00
26 Am. or 26 spec'l	5 70	5 75
24 Am. and Eng...	5 30	5 35
22 Am. and Eng...	5 30	5 35
18 20 Am. & Eng.	5 20	5 25
16 Am. and Eng...	5 05	5 10

IRONS, SAD.
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, $1.05 a dozen.

LAMP CHIMNEYS.
A, per case 8 doz., $4.10; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS.
No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Tenlite short globe, doz. ... 7 50

LEAD PIPE. $11.25-$11.75.

LEAD WASTE. $8.75.

LINSEED OIL.
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS.
Pick, $5.75; cutter, $5.75.

NAILS.
Wire, f.o.b. Fort William, $2.55 base; Winnipeg, $2.95 base. Cut, f.o.b. Winnipeg, $3.35.

NAILS, HORSE.
Capewell, 10 and 5 off list.

NETTING. Poultry, 50%.
Banner, 24-in., $2.50; 36-in., $2.90; 48-in., $3.60; 60-in., $4.20; 72-in., $5.10; 84-in., $6.

NUTS.
Square and hex., small lots, f.o.b., $2 off; case, $2.75 off.

OIL CANS.

	Tin	Galvanized.
½ gal., dome top....	$2 10	$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.
Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18½c. gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.
Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, $2; less than barrels, $3; American vermillion, 12c; English vermillion, $1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $8.50. 9c lb. for less.

PARIS GREEN.
100-lb. drums, 23¼c; 1-lb. pkgs. (case lots), 27½c; ½-lb. pkgs. (case lots), 27½c.

PICKS.
Clay, 6-7, $4.50 per dozen.

GALVANIZED IRON PIPE.
¼ inch, $4.05; ⅜, $4.15; ½, $4.95; ¾, $6.30; 1 inch, $9; 1¼, $12.15; 1½, $14.40; 2, $19.45. Galvanized—2½ inch, $30.60; 3 inch, $40.50.

IRON PIPE.
Black, ¼ inch, $2.70; ⅜ inch, $2.80; ½ inch, $3.50; ¾ inch, $4.05; 1 inch, $5.95; 1¼ inch, $8.10; 2 inch, $12.95; 2½ inch, $20.70; 3 inch, $27; 3½ inch, $32.40; 4 inch, $38.70; 4½ inch, $47.70; 5 inch, $55; 6 inch, $72.

PLASTER. Paris, per bbl., $3.25

PLATES, CANADA.
Half polish, 6-7 inch, $3.80; 8 inch, $3.95; full polish, 6-7 inch, $4.95; 8 inch, $5.20. Black sheets $4.65; 8 inch, $4.90. Black sheets —28 gauge, $3.60; 26, $3.45; 24, $3.35; 22, $3.35; 18-20, $3.35; 14-16, $3.10; 10-20, $3.15.

PLOW SHARES ....10c per lb.

POINTS.
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY.
100-lb. drums 3 25
25-lb. rions, per cwt..... 3 50
1½-lb. tins 0 07

RIVETS AND BURRS.
Iron rivets, 55 per cent.; copper, No. 7, 41c; No. 8, 43c; No. 9, 44c; No. 10, 46c; No. 12, 48c.
Five-lb. assorted boxes, No. 8 gauge, 42c per lb.; No. 10 gauge, 44c per lb.
Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.
Sisal, 11½c base; pure Manila, 17½c base; British Manila, 14c base; lath yarn, 10¾c base; African hemp, 14c; cotton rope, 24c.
Tarred Marline Hanks, per lb., 26c.

SASH BALANCES (Caldwell), 37½% off.

SAWS, BUCK.
Happy Medium and Watch Spring, $4.25; Lance Tooth or Lightning blades, $6.50; New Century, $6.50.

SCALES.
Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.
Bright iron, round head, 80, 10%; flat head, 85, 10%; round head, brass, 70 and 5%; flat head, brass, 75 and 5%; coach, 60%.

SCYTHES.
Brush, $8.50.
Grass, $7.50 to $8.50.

SHEET ZINC. Any lots, 25c.

Black Steel Sheets.

10-12 gauge	3 60
14-16 gauge	2 90
17-24 gauge	3 35
26 gauge	3 45
28 gauge	3 60

SHOVELS AND SPADES.
Jones polished, $8.10 per doz. Fox & Olds, $7.10 per doz. Scoops, D-handled, "Black Cat," No. 3, $7.70; No. 4, $8.20; No. 5, $8.50; No. 6, $8.75; No. 8, $9.25; No. 10, $9.80.

SOLDER.
Per pound, 29 to 30c.

SPIKES.
Pressed, ¼ in., $4.50; 5-16, $4.15; ⅜, $3.90; 7-16, $3.80; ½, $3.75.

STAPLES.
Bright wire, per cwt., $2.65 at Fort William; $3.05 Winnipeg; galvanized staples, $3.25 Fort William; $3.65 Winnipeg.

STEEL.
Sleighshoe, $2.85 base per cwt.; plow, common, $4.50; crucible plow, $5.50; angle, $3.25; harrow, $3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9¼c base; spring, $3.40; machine, $3.75 base; tire, $3.

STEEL BLACK SHEETS.
10 and 12 gauge, $3.15; 14 and 16 gauge, $3.10; 17 and 24 gauge, $3.35; 26 gauge, $3.45; 28 gauge, $3.60.

STEEL HOOPS.
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES.
40 per cent. off new list.

TACKS.
Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.
Block tin, 58c per lb.

	Per Box.
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TURPENTINE.
Per gal., barrel lots, 80c.

VISES.
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $6 each; over 45 lbs., 13c per lb.
Vitrol, blue stone, per lb., 7c.

WARES.
Galvanized, heavy, 25, 12½%.

WASHERS.
Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHITE LEAD.
5-ton lots, $10.80; small lots, $11.50.

WIRE, BARB.
Lyman 4-pt., Fort William, $2.55; Winnipeg, $2.90; Glidden cattle, Fort William, $2.40; Winnipeg, $2.73; Glidden hog, Fort William, $2.50; Winnipeg, $2.83; Baker, Fort William, $2.38; Winnipeg, $2.70; Alberta Special, Winnipeg, $2.53; plain twist, per cwt., Fort William, $3.25; Winnipeg, $3.65; coil spring, No. 9, Fort William, $2.85; Winnipeg, $3.25; coil spring, No. 12, Fort William, $3; Winnipeg, $3.40; plain galvanized, No. 9, Fort William, $2.95; Winnipeg, $3.85.
Patented screen, in 100-ft. rolls. $1.60 per hundred sq. feet; in 50-ft. rolls, $1.70 per 100 sq. feet.

WIRE, PLAIN.
$3.00.
Bale ties, 14 gauge, single loop, $3.90 Winnipeg, $3.50 Fort William.
Brass snare wire, per lb., 45c.

WIRE, ANNEALED.
0-9, $3; 10, $3.06; 11, $3.12; 12, $3.20; 13, $3.30; 14, $3.40; 15, $3.55; 16, $3.70.

WIRE (STOVEPIPE).
18 and 19 gauge, 5½c per lb.

WRINGERS.
Royal Canadian, $38 per doz.; Eze, $42 per doz.; Bicycle, $48 per doz.; Ajax, $8 each.



Stephens



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Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

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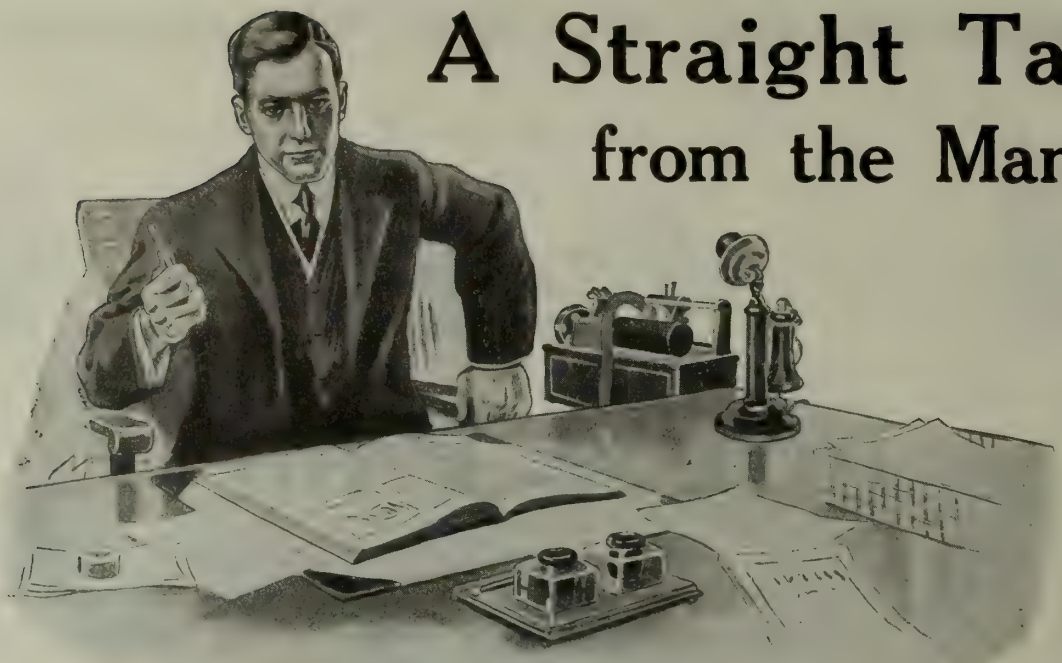
PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





A Straight Talk from the Manager



A Tip to Hardware Clerks

DOWN in Eastern Ontario there is a certain hardwareman* who has worked up a big business and employs a large staff of clerks.

This merchant realizes that nothing annoys a customer so much, as to be waited upon by a clerk who does not know his business. And so he subscribes for a copy of Hardware and Metal for each of his clerks, and he watches them closely to see what use they make of the paper.

In this store the promotions go to those clerks who study Hardware and Metal and thus show their zeal for learning the hardware business. On the other hand, clerks who display no interest in Hardware and Metal are classed as undesirables and are slated for early dismissal.

J. G. L.

*Name on request.

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WANTED — RELIABLE ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

WANTED

ACCOUNTANT. CREDIT MAN. OFFICE manager.—Young man, 28 years of age, open for position as above, 12 years' experience, mostly in hardware trade. First class references. Box 194, Hardware & Metal. (26)

WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to MacLean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by etter, stating qualifications to The Mac Lean Publishing Company, Limited, 143-153 University Ave., Toronto, Canada.

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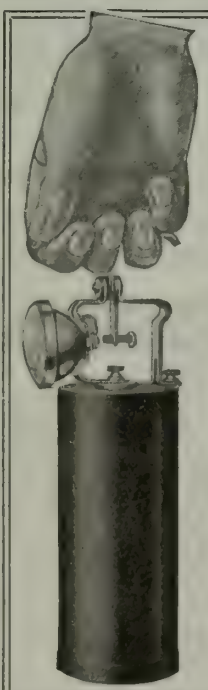
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HARDWARE SALESMAN WANTS POSITION as Head Clerk, Manager or Buyer. Fifteen years' experience (nine years in West.) First Class Reference. (Married.) Box 196, Hardware and Metal.

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We have an opening for a good, live salesman. Splendid prospects for reliable, energetic man. Apply, stating age, present employment, experience and salary expected. All applications strictly confidential.

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THE VERILITE Battery Attachment

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Delta Files establish a remarkable re-order business and will build up a big mill supply business in other lines through the connection they make and hold for you.

The "Delta" is the only line of files from 3 to 24 inches made absolutely of crucible steel. There is a shape and size for every requirement.

We will supply you with attractive store and window display signs, so that you can draw permanent attention to the fact that you carry Delta Files.

If you will send us a list of those you want circularized in your vicinity, **we will do the circularizing for you, mentioning you as our local distributor.**

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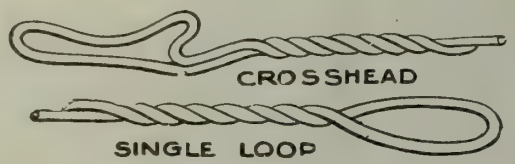
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Mean satisfaction for your customers through you.

CORRUGATED IRON,
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GRANARIES, WELL CURB,
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A new moneymaker for Hardware Merchants



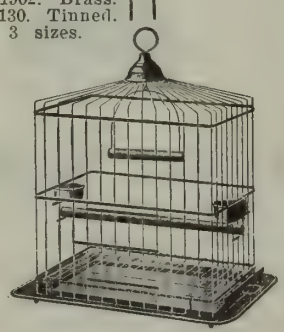
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A WORD FOR QUALITY

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INGOTS—Two Sizes 25 lb., 50 lb.

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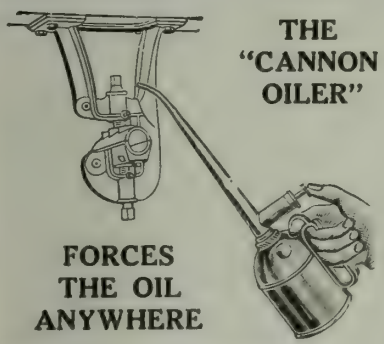
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B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.

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Chains, Treble-Refined Iron.
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Chain Slings.
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Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Dazey Churn & Mfg. Co., St. Louis, Mo.
Eureka Planter Co., Woodstock, Ont.

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Dazey Churn & Mfg. Co., St. Louis, Mo.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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The Never-Slip Line Holder Co., Toronto.

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Doust Specialty Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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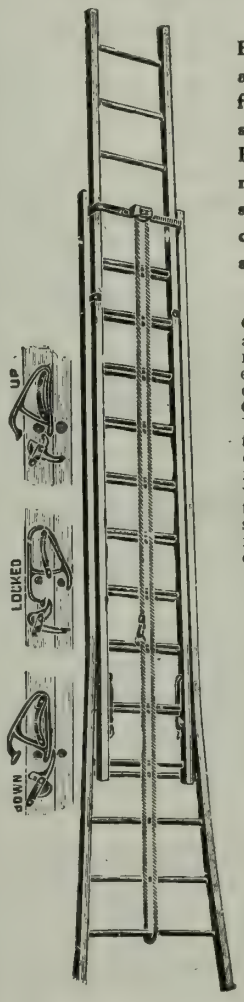
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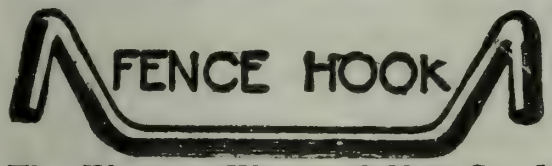
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Wheeler & Bain Co., Hamilton.

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National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.

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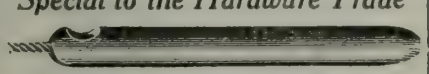
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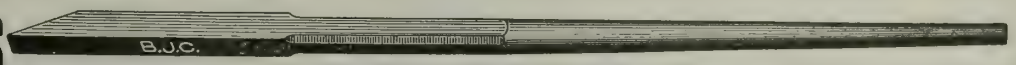
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The Andrew B. Hendryx Co., New Haven, Conn.
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The Steel Co. of Canada, Ltd., Hamilton.
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Canadian Consolidated Rubber Co., Montreal.
Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket.
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Canadian Tube & Iron Co., Montreal.
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Japans.
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Joist Hangers.
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Jno. Oakey & Sons, Ltd., London, Eng.
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Pratt & Whitney Co., Dundas, Ont.
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Interstate Electric Novelty Co., Ltd., Toronto.
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F. E. Myers & Bro., Ashland, Ohio.
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
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Melchior, Armstrong & Dessau, New York, N.Y.
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Melchior, Armstrong & Dessau, New York, N.Y.
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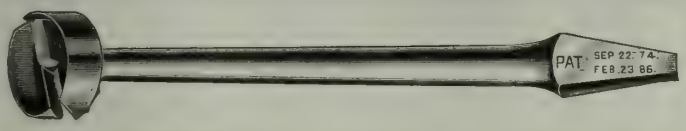
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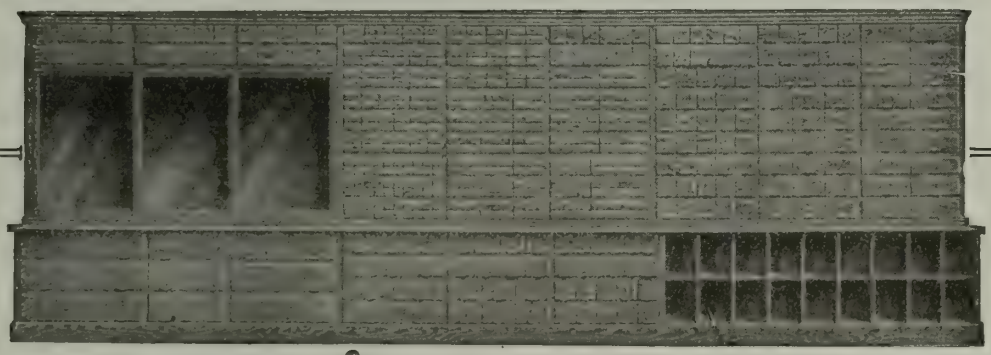


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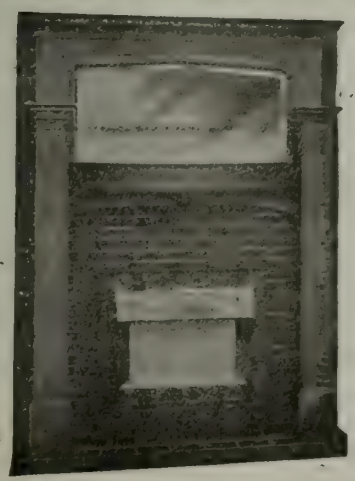
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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Washing Machines, Electric and Power.
Easy Washer Co., Toronto.
The Maytag Co., Ltd., Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.
Washing Machines, Etc.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Easy Washer Co., Toronto.
Henderson & Richardson, Montreal.
MacKenzie Bros., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg, Man.
Wagon Jacks.
Richards-Wilcox Canadian Co., London, Ont.
Washers.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.
Water Bowls for Animals.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Wash Boilers.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.
Water Bowls.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Weeders.
C. S. Norcross & Sons, Bushnell, Ill.
Well Curbing.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Whips.
Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
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Caverhill, Learmont & Co., Montreal.
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Wire Guards.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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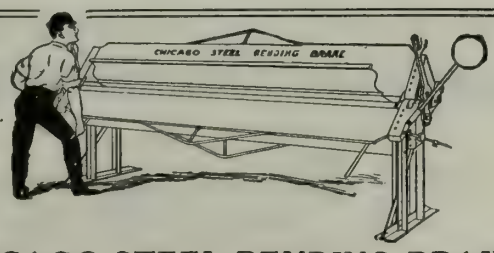
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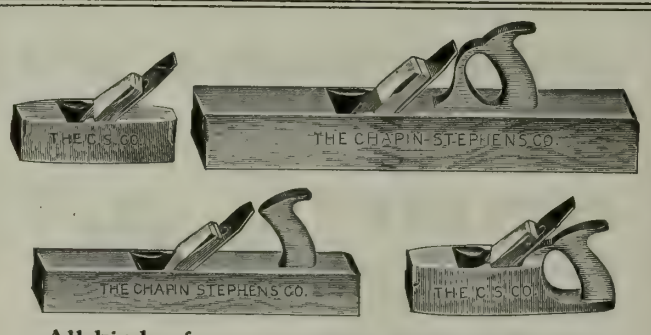
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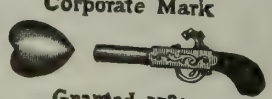
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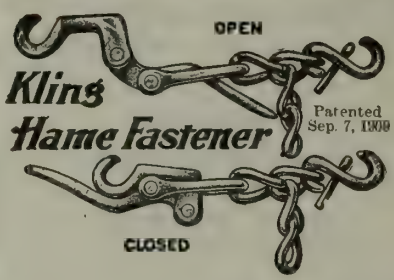
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An article on the Building Situation in Canada, showing that the present is a good time to build from an economic as well as a patriotic standpoint.

"Our Mountain Heritage" is the title of an article on the value of the Rocky Mountains from a national standpoint by Prof. Sissons. It is illustrated by some particularly fine views in the Rockies.

H. F. Gadsby contributes an article on William Findlay Maclean, of the Toronto World.

An article on Efficiency, outlining some of the steps which have been taken by Canadian firms to improve their methods and their output. This article was arranged for last month, but had to be held over.

"Masterfulness and Physical Vigor" is the title of Dr. Marden's article.

Biographical articles appear by E. J. Dennis, of Calgary, the Irrigation expert, and Mrs. Nellie McClung, of Edmonton, who played a big part in the downfall of the Roblin Government in Manitoba.

A short article on the greatest fishing section of Canada, the Temagami, also appears.

The fiction includes instalments of the two serials and short stories by Alan Sullivan, L. M. Montgomery, and a war story by Mrs. Cuthbert, who manages the Cuthbert tours in Europe. Mrs. Cuthbert is a new writer but a very promising one.

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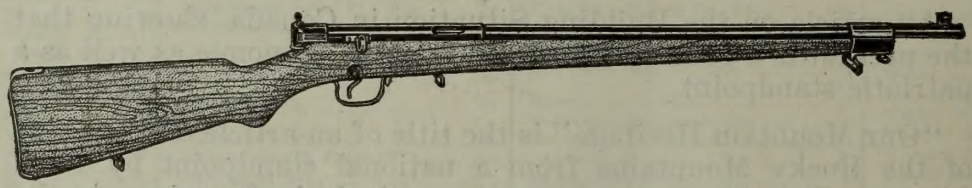
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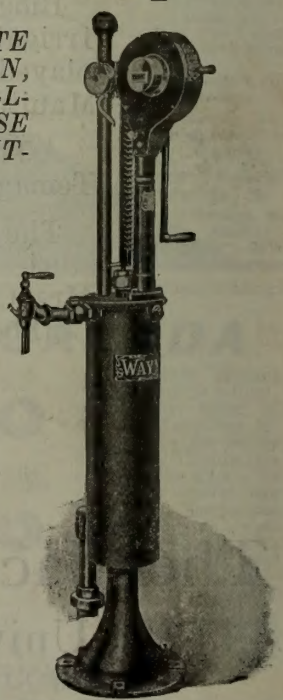
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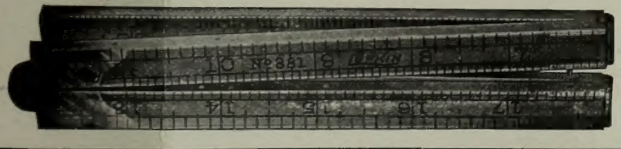
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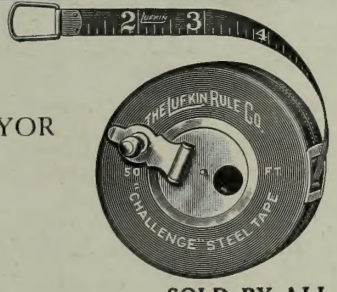
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